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Canada

Market Development Reports

Agent/Distributor Directory - Eastern Canada

2000

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Report Highlights:

Prospective exporters have a greater chance of success in the Canadian market if they work with an agent/distributor.

This report highlights agents/distributors of products identified as the best prospect opportunities (CA0007) and a general listing of retailers and wholesalers.

Includes PSD changes: No
Includes Trade Matrix: No
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Prospective exporters have a greater chance of success in the Canadian market if they work with an agent/distributor.

This report highlights agents/distributors of products identified as the best prospect opportunities (CA0007) and a general listing of retailers and wholesalers.

BOTTLED WATER

A greater awareness for the benefits of drinking more water, and a concern over the declining quality of urban tap water has resulted in the steady increase of Canadians' consumption of bottled water. Canadians consumed an estimated 21.2 liters per person on 1997, an increase of 8.7% from the previous year. In 1998, Canadians purchased an estimated \$61 million(US) worth of bottled water at the grocery retail level [Maureen Licata, "Cold Beverages Report," Western Grocer Magazine, (March/April 1999)]. The Canadian bottled water market has shown growth in recent years, but Canadians still lag behind the Europeans and Americans in per capita consumption.

Leading producers and brand names of bottled water in the Canadian marketplace include Evian, Volvic, Naya, Aberfoyle Springs and Danone Crystal Springs. Major U.S.-based soft drink manufacturers Coca-Cola and Pepsi also produce their own bottled water, with Dasani and Aqua Fina, respectively.

BROKERS

(see appendix 1 for full broker details)

COMPANY	NAME	TELEPHONE	BRANDS
Brewda & Associates Inc.	Joe Brewda	(905) 953-1100	Aberfoyle Springs - Water
Progressive Food Sales Inc.	Clare Kirkwood	(905) 564-0400	Canadian Select - Water
R.H. Sulker Sales Ltd.	Richard Sulker	(905) 856-2808	Echo Springs - Water
Provincial	Richard Boosamra	(416) 252-6441	Evian - Water
Provincial	Denis Beaudry	(418) 667-7975	Evian - Water
Thomas, Large & Singer Inc.	Steve Winter	(709) 754-2840	Montclair - Water
Clark Drouin Lefebvre Inc.	Pierre Taillebois	(450) 449-4171	Montclair - Water
Prestige Sales Inc.	Michael Korenberg	(514) 381-8815	Private Label - Spring Water

RETAILERS & WHOLESALERS

(see appendix 2 for full retailer & wholesaler details)

CARBONATED SOFT DRINKS

A leading category with grocery retail and food service for years. National retail sales totaled nearly \$965 million (US). Consumption continued to increase across Canada, with the largest gains occurring in Quebec (+7.9 % in liter consumption) and Ontario (+5.5% in liter consumption). Growth in Atlantic Canada was more modest with a 2.4% increase in volume consumption [David Shaw, "State of the Industry Address," Canadian Soft Drink Association, May 19, 1999]. While brand-name products initially lost market share to private label soft drinks in the early 1990s, strong marketing programs have worked to "halt the expansion of private label brands." [David Shaw, "State of the Industry Address," Canadian Soft Drink Association, May 19, 1999]

Leading producers of carbonated soft drinks include Coca-Cola (Coke, Diet Coke, Sprite and Minute Maid), Pepsi Cola, Cadbury Beverages and Cott Beverages.

BROKERS

(see appendix 1 for full broker details)

COMPANY	NAME	TELEPHONE	BRANDS
B.K. Sethi Marketing Ltd.	B.K. Sethi	(416) 299-5741	Chubby - Soft Drinks

RETAILERS & WHOLESALERS

(see appendix 2 for full retailer & wholesaler details)

FRUIT JUICE AND ICED TEA

Second to carbonated beverages in the soft drink category at the grocery level (*excludes drink powders and frozen, concentrated beverages), and was responsible for \$842 million (US) worth of sales in 1998. A substantial increase in market share was accomplished by canned, prepared iced tea which grew 93% in 1998 to value over \$14 million (US) in sales, nation-wide. Sales of iced tea at the foodservice level also experienced substantial gains [The 1999 Canadian Hospitality Market Report, Foodservice and Hospitality].

Growth in this category, again, can be attributed to an increased awareness for nutrition and a healthier lifestyle and the benefits of fresh products. Fresh, chilled juices are often purchased as a healthy substitute for carbonated soft drinks [Maureen Licata, "Cold Beverages Report," Western Grocer Magazine. (March/April 1999)]. Iced tea, in particular, has benefitted from studies that indicate that anti-oxidants found in tea help fight certain types of cancer.

Leading manufacturers of bottled juices for the Canadian market include Ocean Spray, Fairlee, Ceres Fruit Juices, Mott's, Tropicana Fruit Juices and Minute Maid. Leading manufacturers of iced teas include Lipton, Tetley, Snapple and Arizona.

BROKERS

(see appendix 1 for full broker details)

COMPANY	NAME	TELEPHONE	BRANDS
C.W. Shasky & Associates Ltd.	Jim Shasky	(905) 471-2611	Ocean Spray - Cocktail Mixes, Cranberry Juice, Fruit Juice, Grapefruit Juice
Concord National	Doug Reid	(709) 368-8336	Ocean Spray - Cocktail Mixes, Cranberry Juice, Fruit Juice, Grapefruit Juice
Fancy Foods Ltd.	S.J. Hughes	(902) 450-5060	Arizona - Cocktail Juice, Iced Tea
Futura Food Sales & Marketing Ltd.	Larry Rozak	(905) 882-8816	Arizona - Cocktail Juice, Iced Tea
Harvey Codner Brokerage Ltd.	Harvey Codner	(709) 437-6860	Fairlee - Fruit Drink, Fruit Juice, Water/Fruit Juice Blend
Integra Sales & Marketing Inc.	Mark Blumenthal	(450) 688-6895	Blue Range - Fruit Juice, Iced Tea, Spritzer
J&J Sales/Carroll Boucher Ent.	Jacques Lalonde	(613) 744-1049	The Bottle Green Drinks Co.
J.P. Bissonnette (1982) Inc.	Denis Lambert	(819) 762-3204	Alassonde - Fruit Juice
National Importers Canada Ltd.	Casey Wust	(905) 791-1322	Grantham Grenadine Syrup
			Ribena Juice Concentrate
			Grantham Lemon Juice
Pierre Dubois & Ass. Inc.	Pierre Dubois	(514) 745-5533	Private Label - Juices
			Fresh Juices
Prestige Sales Inc.	Michael Korenberg	(514) 381-8815	Private Label - Juices
Sanio Foods Ltd.	Peter S. Eusanio	(514) 636-5142	Fairlee - Fruit Drink, Fruit Juice, Water/Fruit Juice Blend
			Motts Clamato
Thomas, Large & Singer Inc.	Steve Winter	(709) 754-2840	Ocean Spray - Cocktail Mixes, Cranberry Juice, Fruit Juice, Grapefruit Juice
Thomas, Large & Singer Inc.	Peter D. Singer	(905) 265-1800	Koala Springs - Water/Fruit Juice Blend

RETAILERS & WHOLESALERS

(see appendix 2 for full retailer & wholesaler details)

ALTERNATIVE BEVERAGES

Soya and rice drinks have increased in consumer popularity in recent years. Retail sales of soya and rice beverages increased 87% in 1998 to value over \$14.5 million (US) according to AC Nielsen. Factors that have positively affected this category are the increasing numbers of Canadians who have food-related allergies, or are lactose-intolerant, and a growing body of scientific evidence that indicates that soya and rice-based products provide additional health benefits. Soya drinks in particular help lower cholesterol levels and offer some protection against some forms of cancer.

Major producers for the Canadian market include Rice Amazing, Soy Dream and Nutrisoya

BROKERS

(see appendix 1 for full broker details)

COMPANY	NAME	TELEPHONE	BRANDS
B.K. Sethi Marketing Ltd.	B.K. Sethi	(416) 299-5741	Vita Soya - Herbal Tea, Soya Drink,
Integra Sales & Marketing Inc.	Mark Blumenthal	(450) 688-6895	Soy Amazing - Soya Drink,
			Nutri-Soya
			Hearty Life Powdered Soy Beverage
Michael Theodor Brokerage, Inc.	Darren MacRae Munro	(902) 420-9855	Soy Dream - Soya Drink,
Michael Theodor Brokerage, Inc.	Janet Tovey	(416) 255-7831	Soy Dream - Soya Drink,
National Importers Canada Ltd.	Casey Wust	(905) 791-1322	Tosca Coconut Milk,
			Texas Select
			Joker Carrot Juice
			Grantham Squashes
			Grantham Hot Buttered Rum
			Horlicks Malted Drink Mix
			Grantham Drink Mixes
Premcorp Sales & Marketing Ltd.	Lindsay Weatherdon	(905) 507-0403	So Nice - Soya Drink,

RETAILERS & WHOLESALERS

(see appendix 2 for full retailer & wholesaler details)

SPICES AND SPICE BLENDS

International travel and an expanding multi-cultural society have increased demands in Canada for exotic and traditional ethnic flavors. Seasoning is the easiest way in which consumers and food service personnel can create exotic-flavored dishes. Currently, Canadian food trends indicate that ethnic foods such as Thai, East Indian, Caribbean, Cajun, Mediterranean and Tex-Mex are very popular.

The entire spice category grew 11% in 1998, to approximately \$115 million (US) in sales. Blended spice powders and sauces, which offer consumers and food service personnel consistency in seasoning dishes, account for 35% of the category and 18% of the sales.

Major manufacturers and brands include McCormick Canada, the producers of McCormick brand spices and Club House; Blue Ribbon; Lawry's.

BROKERS

(see appendix 1 for full broker details)

COMPANY	NAME	TELEPHONE	BRANDS
A.G. Brown & Sons Ltd.	Bob Brown	(902) 453-0350	Blue Ribbon - Spices
A.S. May Powell Corporation	Mike Marotta	(905) 625-9306	Accent - Spices
B.K. Sethi Marketing Ltd.	B.K. Sethi	(416) 299-5741	India House - Curries, Spices, Lentils, Rice
			Deepak - Hot sauces
			Lee Kum Kee - Oriental Sauces
			U.F.C. - Philipino Foods
BELGO International	Greg Bellas	(450) 435-1000	Blue Ribbon - Spices
Elco Fine Foods Inc.	Ulrich Winkler	(905) 731-7337	Dante's Inferno - Hot Sauce
Futura Food Sales & Marketing Ltd.	Larry Rozak	(905) 882-8816	Blue Ribbon - Spices
National Importers Canada Ltd.	Casey Wust	(905) 791-1322	Ethnic-East Indian-Patak's
			Ethnic-Jamaican-Busha Browne's
			Asian Gourmet - Oriental Sauces
			Ethnic-Mexican-Chile Pnacho, Del Oro Tostada
			Ethnic-Oriental-China Sun Sauces, Eastern Star Vegetables, Sun-Bird Seasoning, Ong's Asian Sauces, Asian Gourmet Sauces
			Ethnic-Thai-A taste of Thai
National Importers Canada Ltee	Casey Wust	(514) 747-5957	A Taste of Thai - Thai Condiments, Thai Sauces
			Asian Gourmet - Oriental Sauces
Target Food Brokers Inc.	B. Hull	(902) 468-3088	Durkee - Sauces
Trimark Sales & Marketing	Richard Sabourin	(416) 698-0194	El Molino Foods-Mexican Food
			Young & Winfred-Spices
Upper Canada Food Sales & Marketing Ltd	D. Gareth Evans	(519) 220-0050	Chef Paul - Spices

RETAILERS & WHOLESALE

(see appendix 2 for full retailer & wholesaler details)

FROZEN SEAFOOD

Despite dwindling fish stocks in North American waters, the market for seafood in Canada has continued to expand in recent years. Canadians consume an increasing amount of seafood from international markets. Consumers look for greater varieties of seafood from wider sources, such as the Caribbean, China, Western Europe and Southeast Asia. Quick-frozen, premium items such as catfish filets and shrimp are growing in popularity with Canadian consumers.

Sales figures for fresh seafood are currently unavailable, but a 1998 survey by AC Nielsen reported that dollar and volume sales of canned and frozen seafood products increased over the previous year. There is an increasing awareness among Canadian consumers regarding the nutritional and health benefits associated with eating fish. Products such as canned tuna, sardines, mackerel or herring are good sources of Omega-3 fatty acids (linked to lowering cholesterol levels and the risk of heart disease) and calcium. Many canned fish products are low in fat and an economical source of protein. Other factors driving growth in this category are consumer demands for more convenient meal components. Frozen seafood sales grew by 12% to more than \$182 million (US), and increased 8% in physical volume. The most spectacular growth in the category has been in the area of prepared fish fillets, which increased 74% in dollar sales to value \$10.1 million (US), and 64% in physical volume sales.

Major manufacturers and distributors of frozen seafood in the Canadian marketplace include High Liner Foods Inc., Blue Water and Janes Family Foods.

BROKERS

(see appendix 1 for full broker details)

COMPANY	NAME	TELEPHONE	BRANDS
A.J. Fournier Limited	Robert Brisebois	(613) 748-7340	Blue Water - Breaded Fish, Fish Products, Frozen Fish, Seafood Products
A.S. May Powell Corporation	Mike Marotta	(905) 625-9306	Blue Water - Breaded Fish, Fish Products, Frozen Fish, Seafood Products
Arthur Roger & Associates Inc.	Roger Guglia	(514) 336-2680	Seastar - Clams, Crab, Shrimp
Bidcor Sales & Marketing	Richard Tetreault	(905) 629-2354	James Family Foods - Battered Seafood, Breaded Fish, Breaded Seafood
ETF Sales & Marketing	Ted Flanagan	(905) 877-7092	Sea Snack - Breaded Fish, Crab, Ground Fish
Harvey Codner Brokerage Ltd.	Harvey Codner	(709) 437-6860	Blue Water - Breaded Fish, Fish Products, Frozen Fish, Seafood Products
Pierre Dubois & Ass. Inc.	Pierre Dubois	(514) 745-5533	Seastar - Clams, Crab, Shrimp
Prestige Sales Inc.	Michael Korenberg	(514) 381-8815	Private Label - frozen foods
Sanio Foods Ltd.	Peter S. Eusanio	(514) 636-5142	Calkins & Burke - Fish, Seafood
Target Food Brokers Inc.	B. Hull	(902) 468-3088	Blue Water - Breaded Fish, Fish Products, Frozen Fish, Seafood Products
Thomas, Large & Singer Inc.	Steve Winter	(902) 468-1291	Paramount - Canned Salmon, Canned Tuna, Clams, Mussels, Oysters, Shrimp

RETAILERS & WHOLESALE

(see appendix 2 for full retailer & wholesaler details)

COOKIES AND CRACKERS

As the sixth-largest category for retailers, cookies lead the snack category in 1998 with sales of over \$368 million (US), an increase of 5% over the previous year. Crackers also improved their market share, with national sales of over \$196 million (US), an increase of 6%.

While retailers devote a significant proportion of their shelf space to cookies and crackers (up to 10% of shelf space in some cases), retailers feel that expansion of the category will occur once less profitable SKUs are de-listed [Jack Kohane, "Snack Attack," Canadian Grocer Magazine. (October 1999)]. Many anticipate growth among cookies and crackers to come with private label products, where consumers often find competitively priced quality items. National branded cookies have steadily lost market share versus private label products since their introduction in the early 1990's. Presently, private label cookies hold more than 14% of the market in Canada compared to 74% market share for national brands [Jack Kohane, "Snack Attack," Canadian Grocer Magazine. (October 1999)].

Major manufacturers include Nabisco (Christie Brown, producers of brands such as Oreo, Chips Ahoy, Ritz, and Premium Plus Soda Crackers), Peek Freans, McCormicks and Dare Foods.

BROKERS

(see appendix 1 for full broker details)

COMPANY	NAME	TELEPHONE	BRANDS
B.K. Sethi Marketing Ltd.	B.K. Sethi	(416) 299-5741	Garden - Wafers
Cowan & Associates Ltd.	Henry Cowan	(709) 722-5848	Sara Lee - Cookies
Creightons Limited	Ralph Sams	(902) 468-1875	Dare - Biscuits, Cookies, Crackers
			Robinson Cones
Elco Fine Foods Inc.	Ulrich Winkler	(905) 731-7337	Purity - Biscuits, Cookies
Elco Fine Foods Inc.	Moe Cussen	(514) 335-2331	Purity - Biscuits, Cookies
F&S Food Brokerage Inc.	Ian Fair	(902) 462-2111	Cobys - Cookie Dough, Cookie Mix, Muffin Mix
H.D. Marshall Ltd.	Norman Glube	(613) 721-1289	McCormicks - Crakers
Integra Sales & Marketing Inc.	Mark Blumenthal	(450) 688-6895	Country Choice Organic Soft Cookies
J&J Sales/Carroll Boucher Ent.	Jacques Lalonde	(613) 744-1049	Colonial - Crackers
			Colonial Cookies/Parmalat Bakery
National Importers Canada Ltd.	Casey Wust	(905) 791-1322	I-Ian Rice Crackers
			Ryvita Crispbread
			Ryvita Crispbread Fruit Crunch
Post Inc. Brokers	Jeffrey Post	(514) 738-4477	English Bay - Cookies
Qualifirst Foods Ltd.	Yves M. Farges	(416) 244-1177	Dubois - Wafers
Sanio Foods Ltd.	Peter S. Eusanio	(514) 636-5142	Dare - Biscuits, Cookies, Crackers
Thomas, Large & Singer Inc.	Steve Winter	(709) 754-2840	P&P - Biscuits
			Breton - Crackers
			Dare - Biscuits, Cookies, Crackers
Trebley Atlantic Sales Inc.	Kevin Connors	(902) 468-2007	McCormicks - Crakers

RETAILERS & WHOLESALERS

(see appendix 2 for full retailer & wholesaler details)

POTATO, CORN AND PRETZEL SNACKS

Experienced growth as a category in the Canadian market. As an indulgence, salted potato or corn snacks offer diverse flavors and can be consumed rapidly. Nacho corn chips and taco shells continued to be a profitable sub-category due to the popularity of Tex-Mex foods and favors. Potato snacks increased in sales by 7% to nearly \$180 million (US), sales of corn snacks were up 13% to \$115 million (US), and pretzels increased in sales by 18% to over \$44 million (US). While low-fat products remain profitable for retailers, consumers have returned to regular, traditional salted snacks.

Major manufacturers and distributors include Hostess-Frito Lay, Old Dutch Foods Ltd. and Proctor & Gamble (Pringles Potato Chips)

BROKERS

(see appendix 1 for full broker details)

COMPANY	NAME	TELEPHONE	BRANDS			
Integra Sales & Marketing Inc.	Mark Blumenthal	(450) 688-6895	Skinny's Corn Chips			

RETAILERS & WHOLESALERS

(see appendix 2 for full retailer & wholesaler details)

NUTRITIONAL PORTABLE SNACKS

After a period of dramatic growth in the mid-1990, sales of nutritional portable snacks such as fruit, cereal and granola bars demonstrated more modest increases. In Canada, sales grew by 10%, to \$105.2 million (US). Cereal and fruit bars continue to appeal to consumers as a nutritional alternative to salted snacks or confections. Packaged as single servings, granola, cereal or fruit bars provide a convenient addition to lunch bags of working parents and students.

Major manufacturers of nutritional portable snacks include Quaker Oats and Kellogg's.

BROKERS

(see appendix 1 for full broker details)

COMPANY	NAME	TELEPHONE	BRANDS
Integra Sales & Marketing Inc.	Mark Blumenthal	(450) 688-6895	Private Label - Cereal Bars
			Cool Fruits Fruit Snacks
Madison Avenue Retail Brands Inc.	S.F. Vincelli	(514) 631-2795	Private Label - Cereal Bars
Michael Theodor Brokerage, Inc.	Darren MacRae Munro	(902) 420-9855	Barbara's Bakery - Cereal Bars
Michael Theodor Brokerage, Inc.	Janet Tovey	(416) 255-7831	Barbara's Bakery - Cereal Bars
Premcorp Sales & Marketing Ltd.	Lindsay Weatherdon	(905) 507-0403	Private Label - Cereal Bars
S.B.M. Food Sales & Marketing Inc.	Stanley Boigon	(905) 737-1304	Private Label - Cereal Bars
Thomas, Large & Singer Inc.	Steve Winter	(709) 754-2840	Nature Valley - Granola

RETAILERS & WHOLESALERS

(see appendix 2 for full retailer & wholesaler details)

CONFECTIONARIES

Canadians have a sweet tooth. Sales of chocolates, gum and hard candies exceeded \$1.1 billion (US), an increase of approximately 35%. Chocolates (bars and packaged novelties) are the category's leading product, accounting for approximately 75% of the sales. With Canada's aging population, many consumers have begun to revisit these products. Old-fashioned favorites and premium sweets, including new lower-fat confections have experienced notable successes in Canada. Hershey Canada has led the category with the hard candy product line TasteTations and Sweet Escapes, a line of fat-reduced chocolate bars. European premium chocolates such as Lindt have "rejuvenated" the category by demonstrating the profitability of chocolates [Kelly Gray, "Snack Report 1998," Western Grocer Magazine. (July/August 1998)]. Other manufacturers of confectionaries include Trebor/Allan, Cadbury, Dare and Andes.

Chewing gum and breath fresheners experienced growth in recent years, partly due to factors such as Canadians' increased consumption of spicy foods and coffee. Recent growth in this category have been driven by soft slab chewing gums, such as leading brands Trident and Dentyne, as well as new innovative flavors (ex. new fruit blends). Major chewing gum manufacturers include Wrigley's, Adams Brands and Topps Canada.

BROKERS

(see appendix 1 for full broker details)

COMPANY	NAME	TELEPHONE	BRANDS
Ashley-Koffman Foods	Jamie Moody	(514) 333-3343	Andes - Candy, Mint Chocolates
Clark Drouin Lefebvre Inc.	Pierre Taillebois	(450) 449-4171	Certs - Mint Candy
			Chiclets - Chewing Gum
			Clorets - Chewing Gum
			Dentyne - Chewing Gum
			Dentyne Ice - Chewing Gum
			Trident - Chewing Gum
Creightons Limited	Ralph Sams	(902) 468-1875	Dare - Hard Candy, Mint Candy
			Ferrero Rocher - Chocolate
J&J Sales/Carroll Boucher Ent.	Jacques Lalonde	(613) 744-1049	Lindor - Chocolate
			Lindt - Chocolate
Morris National Inc.	Gerry Morris	(514) 368-1000	Bears - Gummi Candies
			Cointreau - Truffles (Chocolate)
National Importers Canada Ltd.	Casey Wust	(905) 791-1322	Buderin Crystalized Ginger
			Polish Sesame Snaps
Provision Sales & Marketing Inc.	Fred Marotta	(416) 225-1777	McCormick - Candy
Sanio Foods Ltd.	Peter S. Eusano	(514) 636-5142	Dare - Hard Candy, Mint Candy
Thomas, Large & Singer Inc.	Steve Winter	(709) 754-2840	Certs - Mint Candy
			Chiclets - Chewing Gum
			Clorets - Chewing Gum
			Dare - Hard Candy, Mint Candy
			Dentyne - Chewing Gum
			M&M's Chocolate Bar
			Trident - Chewing Gum
Thomas, Large & Singer Inc.	Steve Winter	(902) 468-1291	M&M's - Chocolate Bar
Thomas, Large & Singer Inc.	Peter D. Singer	(905) 265-1800	Clodhoppers - Candy
Trebley Atlantic Sales Inc.	Kevin Connors	(709) 722-6706	Chiclets - Chewing Gum

Triple-C-Inc.	Louise Marion	(514) 332-6265	Barclay - Chocolate
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RETAILERS & WHOLESALERS

(see appendix 2 for full retailer & wholesaler details)

APPENDIX 1: BROKERS**COMPANY INFORMATION**

COMPANY: A.G. Brown & Sons Ltd. Code: NS1
ADDRESS: Brown Building, 3500 Kempt Rd., Halifax, NS B3K 5L8
TEL: (902) 453-0350
FAX: (902) 454-4528
1800 #:
HOMEPAGE:
E-MAIL: agbrown@cfba.com
MAIN CONTACT: Bob Brown, President
HEAD OFFICE:
HEAD OFFICE TEL:
HEAD OFFICE FAX:

ADDITIONAL CONTACTS Jim Brown Vice-President
Todd Watson Vice-President-Business Development

NUMBER OF EMPLOYEES:
NUMBER OF OFFICES:
GROSS REVENUE:
LENGTH OF TIME IN BUSINESS:
GEOGRAPHICAL DISTRIBUTION
NETWORK:

BRANDS:
BOTTLED
CARBONATED
FRUIT JUICES & ICED TEA
ALTERNATIVE BEVERAGES
SPICES & SPICE BLENDS Blue Ribbon - Spices
FROZEN SEAFOOD
COOKIES & CRACKERS
POTATO, CORN AND PRETZEL SNACKS
NUTRITIONAL SNACKS
CONFECTIONARIES

COMPANIES REPRESENTED:

COMPANY INFORMATION

COMPANY: A.J. Fournier Limited Code: ON4
ADDRESS: 1423 Startop Rd., Gloucester, ,ON K1B 3W5
TEL: (613) 748-7340
FAX: (613) 749-6570
1800 #:
HOMEPAGE:
E-MAIL:
MAIN CONTACT: Robert Brisebois, President
HEAD OFFICE:
HEAD OFFICE TEL:
HEAD OFFICE FAX:

ADDITIONAL CONTACTS

NUMBER OF EMPLOYEES:
NUMBER OF OFFICES:
GROSS REVENUE:
LENGTH OF TIME IN BUSINESS:
GEOGRAPHICAL DISTRIBUTION
NETWORK:

BRANDS:

BOTTLED

CARBONATED

FRUIT JUICES & ICED TEA

ALTERNATIVE BEVERAGES

SPICES & SPICE BLENDS

FROZEN SEAFOOD

Blue Water - Breaded Fish, Fish Products, Frozen Fish, Seafood
Products

COOKIES & CRACKERS

POTATO, CORN AND PRETZEL SNACKS

NUTRITIONAL SNACKS

CONFECTIONARIES

COMPANIES REPRESENTED:

COMPANY INFORMATION

COMPANY: A.S. May Powell Corporation Code: ON18
ADDRESS: 2475 Skymark Ave., Unit 1, Mississauga, ON L4W 4Y6
TEL: (905) 625-9306
FAX: (905) 625-9413
1800 #:
HOMEPAGE:
E-MAIL: asmaypowell@asmp.cbpowell.com
MAIN CONTACT: Mike Marotta, Vice President
HEAD OFFICE:
HEAD OFFICE TEL:
HEAD OFFICE FAX:

ADDITIONAL CONTACTS David Cardy President
Al Champagne Vice-President

NUMBER OF EMPLOYEES:
NUMBER OF OFFICES:
GROSS REVENUE:
LENGTH OF TIME IN BUSINESS:
GEOGRAPHICAL DISTRIBUTION
NETWORK:

BRANDS:
BOTTLED
CARBONATED
FRUIT JUICES & ICED TEA
ALTERNATIVE BEVERAGES
SPICES & SPICE BLENDS
FROZEN SEAFOOD

Accent - Spices
Blue Water - Breaded Fish, Fish Products, Frozen Fish, Seafood
Products

COOKIES & CRACKERS
POTATO, CORN AND PRETZEL SNACKS
NUTRITIONAL SNACKS
CONFECTIONARIES

COMPANIES REPRESENTED:

COMPANY INFORMATION

COMPANY: Arthur Roger & Associates Inc. Code: PQ17
ADDRESS: 491 Blvd. Lebeau, Suite 100, Montreal, PQ H4N 1S2
TEL: (514) 336-2680
FAX: (514) 745-1036
1800 #:
HOMEPAGE:
E-MAIL: cangoods@mlink.net
MAIN CONTACT: Roger Guglia, President
HEAD OFFICE:
HEAD OFFICE TEL:
HEAD OFFICE FAX:

ADDITIONAL CONTACTS

Benoit Guglia Vice-President, Administrator
Daniel Parent Vice-President, Purchasing & Sales
Donald Stuart

NUMBER OF EMPLOYEES: 16
NUMBER OF OFFICES: 1
GROSS REVENUE: N/A
LENGTH OF TIME IN BUSINESS: 27 Years
GEOGRAPHICAL DISTRIBUTION
NETWORK: Ontario, Quebec and Maritimes

BRANDS:

BOTTLED

CARBONATED

FRUIT JUICES & ICED TEA

ALTERNATIVE BEVERAGES

SPICES & SPICE BLENDS

FROZEN SEAFOOD

Seastar Clams, Crab, Shrimp

COOKIES & CRACKERS

POTATO, CORN AND PRETZEL SNACKS

NUTRITIONAL SNACKS

CONFECTIONARIES

COMPANIES REPRESENTED:

COMPANY INFORMATION

COMPANY: Ashley-Koffman Foods Code: PQ18
ADDRESS: 6605 Boul. Thimens, St. Laurent, PQ H4S 1W2
TEL: (514) 333-3343
FAX: (514) 333-3990
1800 #: 1-800-263-7054
HOMEPAGE:
E-MAIL: jmoody@akfoods.com
MAIN CONTACT: Jamie Moody, Vice President, Marketing
HEAD OFFICE: Head Office: 6030 Freemont Blvd., Mississauga, ON L5R 3X4
HEAD OFFICE TEL: (905) 507-6161
HEAD OFFICE FAX: (905) 507-2727

ADDITIONAL CONTACTS Paul Mitchel Vice-President Marketing-Perishable Products
Gord McGrail Director of Marketing, Grocery Products
Helen Pike Director of Marketing, Confectionary Products

NUMBER OF EMPLOYEES: 200
NUMBER OF OFFICES: 4
GROSS REVENUE: N/A
LENGTH OF TIME IN BUSINESS: 50 Years
GEOGRAPHICAL DISTRIBUTION
NETWORK: All of Canada

BRANDS:
BOTTLED
CARBONATED
FRUIT JUICES & ICED TEA
ALTERNATIVE BEVERAGES
SPICES & SPICE BLENDS
FROZEN SEAFOOD
COOKIES & CRACKERS
POTATO, CORN AND PRETZEL SNACKS
NUTRITIONAL SNACKS
CONFECTIONARIES Andes - Candy, Mint Chocolates

COMPANIES REPRESENTED:

COMPANY INFORMATION

COMPANY: B.K. Sethi Marketing Ltd. Code: ON44
ADDRESS: 211 Finchdene Square, Scarborough, ON M1X 1B9
TEL: (416) 299-5741
FAX: (416) 299-6706
1800 #: 1-800-667-0727
HOMEPAGE:
E-MAIL: bksethimarketing@home.com
MAIN CONTACT: B.K. Sethi, President
HEAD OFFICE:
HEAD OFFICE TEL:
HEAD OFFICE FAX:

ADDITIONAL CONTACTS G.K. Sethi Vice-President, Sales
Pritee Sethi Director of Marketing

NUMBER OF EMPLOYEES:
NUMBER OF OFFICES: Toronto, Calgary, Vancouver, Halifax
GROSS REVENUE: N/A
LENGTH OF TIME IN BUSINESS: 20 Years
GEOGRAPHICAL DISTRIBUTION
NETWORK: National - All Canada

BRANDS:
BOTTLED
CARBONATED Chubby - Soft Drinks
FRUIT JUICES & ICED TEA
ALTERNATIVE BEVERAGES Vita Soya - Herbal Tea, Soya Drink
SPICES & SPICE BLENDS India House - Curries, Spices, Lentils, Rice
Deepak - Hot sauces
Lee Kum Kee - Oriental Sauces

FROZEN SEAFOOD
COOKIES & CRACKERS Garden - Wafers
POTATO, CORN AND PRETZEL SNACKS
NUTRITIONAL SNACKS
CONFECTIONARIES

COMPANIES REPRESENTED:

COMPANY INFORMATION

COMPANY: BELGO International Code: PQ1
ADDRESS: 1700 Boul. Lionel Bertrand, Boisbriand, PQ J7H 1N7
TEL: (450) 435-1000
FAX: (450) 435-1763
1800 #: 1-800-361-5945
HOMEPAGE:
E-MAIL: gbellas@belgointernational.com
MAIN CONTACT: Greg Bellas, Executive Vice President-New Business
HEAD OFFICE:
HEAD OFFICE TEL:
HEAD OFFICE FAX:

ADDITIONAL CONTACTS Dan Armeni Executive VP Finance
Ray Brisson Vice-President-Food Service
Andre Lefebvre Director Private Label

NUMBER OF EMPLOYEES:
NUMBER OF OFFICES:
GROSS REVENUE:
LENGTH OF TIME IN BUSINESS:
GEOGRAPHICAL DISTRIBUTION
NETWORK:

BRANDS:
BOTTLED
CARBONATED
FRUIT JUICES & ICED TEA
ALTERNATIVE BEVERAGES
SPICES & SPICE BLENDS
FROZEN SEAFOOD
COOKIES & CRACKERS
POTATO, CORN AND PRETZEL SNACKS
NUTRITIONAL SNACKS
CONFECTIONARIES

Blue Ribbon - Spices

COMPANIES REPRESENTED:

COMPANY INFORMATION

COMPANY: Bellemont Powell Ltd. Code: PQ2
ADDRESS: 500 St. Martin Boul. W., Suite 300, Laval, PQ H7M 3Y2
TEL: N/S
FAX: N/S
1800 #:
HOMEPAGE:
E-MAIL:
MAIN CONTACT: Paul Duquette, Chairman
HEAD OFFICE:
HEAD OFFICE TEL:
HEAD OFFICE FAX:

ADDITIONAL CONTACTS Michel Levac President
Serge Cote Vice-President

NUMBER OF EMPLOYEES:
NUMBER OF OFFICES:
GROSS REVENUE:
LENGTH OF TIME IN BUSINESS:
GEOGRAPHICAL DISTRIBUTION
NETWORK:

BRANDS:
BOTTLED
CARBONATED
FRUIT JUICES & ICED TEA
ALTERNATIVE BEVERAGES
SPICES & SPICE BLENDS
FROZEN SEAFOOD
COOKIES & CRACKERS
POTATO, CORN AND PRETZEL SNACKS
NUTRITIONAL SNACKS
CONFECTIONARIES

COMPANIES REPRESENTED:

COMPANY INFORMATION

COMPANY: Bidcor Sales & Marketing Code: ON19
ADDRESS: 2785 Skymark Ave., Unit 14, Mississauga, ON L4W 4Y3
TEL: (905) 629-2354
FAX: (905) 624-5329
1800 #: 1-800-268-0222
HOMEPAGE:
E-MAIL: howar@mrrm.ca
MAIN CONTACT: Richard Tetreault, President
HEAD OFFICE:
HEAD OFFICE TEL:
HEAD OFFICE FAX:

ADDITIONAL CONTACTS Ross Howard Vice-President, Retail

NUMBER OF EMPLOYEES: 15

NUMBER OF OFFICES: 1

GROSS REVENUE: N/A

LENGTH OF TIME IN BUSINESS: 16 Years

GEOGRAPHICAL DISTRIBUTION

NETWORK: Ontario

BRANDS:

BOTTLED

CARBONATED

FRUIT JUICES & ICED TEA

ALTERNATIVE BEVERAGES

SPICES & SPICE BLENDS

FROZEN SEAFOOD

James Family Foods - Battered Seafood, Breaded Fish, Breaded Seafood

COOKIES & CRACKERS

POTATO, CORN AND PRETZEL SNACKS

NUTRITIONAL SNACKS

CONFECTIONARIES

COMPANIES REPRESENTED:

COMPANY INFORMATION

COMPANY: Brewda & Associates Inc. Code: ON20
ADDRESS: 17075 Leslie St., Unit 8, Newmarket, ON L3Y 8E1
TEL: (905) 953-1100
FAX: (905) 953-0111
1800 #: 1-800-461-2089
HOMEPAGE:
E-MAIL: brewda@idirect.com
MAIN CONTACT: Joe Brewda, President
HEAD OFFICE:
HEAD OFFICE TEL:
HEAD OFFICE FAX:

ADDITIONAL CONTACTS Ernie Williams Vice-President of Sales

NUMBER OF EMPLOYEES: 7
NUMBER OF OFFICES:
GROSS REVENUE: N/A
LENGTH OF TIME IN BUSINESS: 15 Years
GEOGRAPHICAL DISTRIBUTION
NETWORK: Ontario

BRANDS:
BOTTLED Aberfoyle Springs - Water
CARBONATED
FRUIT JUICES & ICED TEA
ALTERNATIVE BEVERAGES
SPICES & SPICE BLENDS
FROZEN SEAFOOD
COOKIES & CRACKERS
POTATO, CORN AND PRETZEL SNACKS
NUTRITIONAL SNACKS
CONFECTIONARIES

COMPANIES REPRESENTED:

COMPANY INFORMATION

COMPANY: C.W. Shasky & Associates Ltd. Code: ON46
ADDRESS: P.O. Box 422, Unit 12, 138 Anderson Ave., Markham,
ON L3P 3R1
TEL: (905) 471-2611
FAX: (905) 471-2660
1800 #:
HOMEPAGE:
E-MAIL: tom@shasky.com
MAIN CONTACT: Jim Shasky, Chairman & CEO
HEAD OFFICE:
HEAD OFFICE TEL:
HEAD OFFICE FAX:

ADDITIONAL CONTACTS
Ken Shasky President
Mike Shasky Vice-President
Tom Lundy Director of Sales, Retail Div.

NUMBER OF EMPLOYEES:
NUMBER OF OFFICES:
GROSS REVENUE:
LENGTH OF TIME IN BUSINESS:
GEOGRAPHICAL DISTRIBUTION
NETWORK:

BRANDS:

BOTTLED

CARBONATED

FRUIT JUICES & ICED TEA

Ocean Spray - Cocktail Mixes, Cranberry Juice, Fruit Juice, Grapefruit
Juice

ALTERNATIVE BEVERAGES

SPICES & SPICE BLENDS

FROZEN SEAFOOD

COOKIES & CRACKERS

POTATO, CORN AND PRETZEL SNACKS

NUTRITIONAL SNACKS

CONFECTIONARIES

COMPANIES REPRESENTED:

COMPANY INFORMATION

COMPANY: Clark Drouin Lefebvre Inc. Code: PQ23
ADDRESS: 1301, Gay-Lussac, Boucherville, PQ J4B 7K1
TEL: (450) 449-4171
FAX: (450) 449-3775
1800 #: 1-800-363-8567
HOMEPAGE:
E-MAIL: pierret@cdl.ca
MAIN CONTACT: Pierre Taillebois, Senior Partner
HEAD OFFICE:
HEAD OFFICE TEL:
HEAD OFFICE FAX:

ADDITIONAL CONTACTS

NUMBER OF EMPLOYEES:
NUMBER OF OFFICES:
GROSS REVENUE:
LENGTH OF TIME IN BUSINESS: 67 Years
GEOGRAPHICAL DISTRIBUTION
NETWORK:

BRANDS:
BOTTLED Montclair - Water
Perrier Water - Water, Water (Carbonated)

CARBONATED
FRUIT JUICES & ICED TEA
ALTERNATIVE BEVERAGES
SPICES & SPICE BLENDS
FROZEN SEAFOOD
COOKIES & CRACKERS
POTATO, CORN AND PRETZEL SNACKS
NUTRITIONAL SNACKS
CONFECTIONARIES

Certs - Mint Candy
Chiclets - Chewing Gum
Clorets - Chewing Gum
Dentyne - Chewing Gum
Dentyne Ice - Chewing Gum
Trident - Chewing Gum
Trident - Chewing Gum

COMPANIES REPRESENTED:

COMPANY INFORMATION

COMPANY: Concord National Code: NF3
ADDRESS: P.O. Box 8157, St. John's, NF A1B 3M9
TEL: (709) 368-8336
FAX: (709) 747-3428
1800 #:
HOMEPAGE:
E-MAIL: mitchellagencies@thezone.net
MAIN CONTACT: Doug Reid,
HEAD OFFICE: Head Office: Mississauga, ON
HEAD OFFICE TEL:
HEAD OFFICE FAX:

ADDITIONAL CONTACTS

NUMBER OF EMPLOYEES:
NUMBER OF OFFICES:
GROSS REVENUE:
LENGTH OF TIME IN BUSINESS:
GEOGRAPHICAL DISTRIBUTION
NETWORK:

BRANDS:

BOTTLED

CARBONATED

FRUIT JUICES & ICED TEA

Ocean Spray - Cocktail Mixes, Cranberry Juice, Fruit Juice, Grapefruit Juice

ALTERNATIVE BEVERAGES

SPICES & SPICE BLENDS

FROZEN SEAFOOD

COOKIES & CRACKERS

POTATO, CORN AND PRETZEL SNACKS

NUTRITIONAL SNACKS

CONFECTIONARIES

COMPANIES REPRESENTED:

COMPANY INFORMATION

COMPANY: Cowan & Associates Ltd. Code: NF4
ADDRESS: P.O. Box 326, Stn. C, St. John's NF A1C 5J9
TEL: (709) 722-5848
FAX: (709) 722-7001
1800 #:
HOMEPAGE:
E-MAIL: cowan.henry@thezone.net
MAIN CONTACT: Henry Cowan, President
HEAD OFFICE:
HEAD OFFICE TEL:
HEAD OFFICE FAX:

ADDITIONAL CONTACTS Paul Reddy Retail Sales Representative
Carolyn Strugnell Office Representative

NUMBER OF EMPLOYEES: 3
NUMBER OF OFFICES: 1
GROSS REVENUE: \$51 Million
LENGTH OF TIME IN BUSINESS: 30 Years
GEOGRAPHICAL DISTRIBUTION
NETWORK: Atlantic Canada

BRANDS:
BOTTLED
CARBONATED
FRUIT JUICES & ICED TEA
ALTERNATIVE BEVERAGES
SPICES & SPICE BLENDS
FROZEN SEAFOOD
COOKIES & CRACKERS Sara Lee - Cookies
POTATO, CORN AND PRETZEL SNACKS
NUTRITIONAL SNACKS
CONFECTIONARIES

COMPANIES REPRESENTED:

COMPANY INFORMATION

COMPANY: Creightons Limited Code: NS4
ADDRESS: 160 Wright Ave., Dartmouth, NS B3B 1R6
TEL: (902) 468-1875
FAX: (902) 468-3295
1800 #:
HOMEPAGE:
E-MAIL:
MAIN CONTACT: Ralph Sams, President
HEAD OFFICE:
HEAD OFFICE TEL:
HEAD OFFICE FAX:

ADDITIONAL CONTACTS Juanita Sams Vice-President

NUMBER OF EMPLOYEES: 19
NUMBER OF OFFICES: 1
GROSS REVENUE: N/A
LENGTH OF TIME IN BUSINESS: 125 Years
GEOGRAPHICAL DISTRIBUTION
NETWORK: Atlantic Canada

BRANDS:
BOTTLED
CARBONATED
FRUIT JUICES & ICED TEA
ALTERNATIVE BEVERAGES
SPICES & SPICE BLENDS
FROZEN SEAFOOD
COOKIES & CRACKERS Dare - Biscuits, Cookies, Crackers
Robinson Cones
POTATO, CORN AND PRETZEL SNACKS
NUTRITIONAL SNACKS
CONFECTIONARIES Dare - Hard Candy, Mint Candy
Ferrero Rocher - Chocolate

COMPANIES REPRESENTED:

COMPANY INFORMATION

COMPANY: Double "D" Enterprises Code: NS5
ADDRESS: 160 P.O. Box 48144, 961 Bedford Hwy, Bedford, NS B4A 3Z2
TEL: N/S
FAX: (902) 835-1484
1800 #:
HOMEPAGE:
E-MAIL: double-d@ns.netcom.ca
MAIN CONTACT: Albert Douglas, President
HEAD OFFICE:
HEAD OFFICE TEL:
HEAD OFFICE FAX:

ADDITIONAL CONTACTS

NUMBER OF EMPLOYEES:
NUMBER OF OFFICES:
GROSS REVENUE:
LENGTH OF TIME IN BUSINESS:
GEOGRAPHICAL DISTRIBUTION
NETWORK:

BRANDS:
BOTTLED
CARBONATED
FRUIT JUICES & ICED TEA
ALTERNATIVE BEVERAGES
SPICES & SPICE BLENDS
FROZEN SEAFOOD
COOKIES & CRACKERS
POTATO, CORN AND PRETZEL SNACKS
NUTRITIONAL SNACKS
CONFECTIONARIES

COMPANIES REPRESENTED:

COMPANY INFORMATION

COMPANY: Elco Fine Foods Inc. Code: ON53
ADDRESS: Head Office: 40 West Beaver Creek Rd., Richmond Hill,
ON L4B 1G5
TEL: (905) 731-7337
FAX: (905) 731-2391
1800 #: 1-800-421-3526
HOMEPAGE:
E-MAIL: elco@idirect.com
MAIN CONTACT: Ulrich Winkler, Vice Chairman
HEAD OFFICE:
HEAD OFFICE TEL:
HEAD OFFICE FAX:

ADDITIONAL CONTACTS Moe Cussen President
Chris Donegan Sales Manager
Drew Porter Key Accounts

NUMBER OF EMPLOYEES: 100
NUMBER OF OFFICES: Branches in Vancouver, Calgary & Montreal
GROSS REVENUE: N/A
LENGTH OF TIME IN BUSINESS: 35 Years
GEOGRAPHICAL DISTRIBUTION
NETWORK: Across Canada

BRANDS:
BOTTLED
CARBONATED
FRUIT JUICES & ICED TEA
ALTERNATIVE BEVERAGES
SPICES & SPICE BLENDS Dante's Inferno - Hot Sauce
FROZEN SEAFOOD
COOKIES & CRACKERS Purity - Biscuits, Cookies
POTATO, CORN AND PRETZEL SNACKS
NUTRITIONAL SNACKS
CONFECTIONARIES

COMPANIES REPRESENTED:

COMPANY INFORMATION

COMPANY: Elco Fine Foods Inc. Code: PQ26
ADDRESS: 6421 Abrams St., St. Laurent, PQ H4S 1X9
TEL: (514) 335-2331
FAX: (514) 856-1237
1800 #:
HOMEPAGE:
E-MAIL:
MAIN CONTACT: Moe Cussen,
HEAD OFFICE: Head Office: Richmond Hill, ON
HEAD OFFICE TEL:
HEAD OFFICE FAX:

ADDITIONAL CONTACTS Armando Stella

NUMBER OF EMPLOYEES:
NUMBER OF OFFICES:
GROSS REVENUE:
LENGTH OF TIME IN BUSINESS:
GEOGRAPHICAL DISTRIBUTION
NETWORK:

BRANDS:
BOTTLED
CARBONATED
FRUIT JUICES & ICED TEA
ALTERNATIVE BEVERAGES
SPICES & SPICE BLENDS
FROZEN SEAFOOD
COOKIES & CRACKERS Purity - Biscuits, Cookies
POTATO, CORN AND PRETZEL SNACKS
NUTRITIONAL SNACKS
CONFECTIONARIES

COMPANIES REPRESENTED:

COMPANY INFORMATION

COMPANY: ETF Sales & Marketing Code: ON26
ADDRESS: 5116 Trafalgar Rd., Erin, ON N0B 1T0
TEL: (905) 877-7092
FAX: (905) 877-7594
1800 #:
HOMEPAGE: www.etfsalesandmarketing.com
E-MAIL: etf@castle.on.ca
MAIN CONTACT: Ted Flanagan, President
HEAD OFFICE:
HEAD OFFICE TEL:
HEAD OFFICE FAX:

ADDITIONAL CONTACTS

NUMBER OF EMPLOYEES: 28
NUMBER OF OFFICES: 2
GROSS REVENUE: N/A
LENGTH OF TIME IN BUSINESS: 17 years
GEOGRAPHICAL DISTRIBUTION
NETWORK: Canada

BRANDS:
BOTTLED
CARBONATED
FRUIT JUICES & ICED TEA
ALTERNATIVE BEVERAGES
SPICES & SPICE BLENDS
FROZEN SEAFOOD Sea Snack - Breaded Fish, Crab, Ground Fish
COOKIES & CRACKERS
POTATO, CORN AND PRETZEL SNACKS
NUTRITIONAL SNACKS
CONFECTIONARIES

COMPANIES REPRESENTED:

COMPANY INFORMATION

COMPANY: F&S Food Brokerage Inc. Code: NS11
ADDRESS: P.O. Box 3445, Dartmouth East, NS B2W 5G4
TEL: (902) 462-2111
FAX: (902) 435-4775
1800 #:
HOMEPAGE:
E-MAIL:
MAIN CONTACT: Ian Fair, President
HEAD OFFICE:
HEAD OFFICE TEL:
HEAD OFFICE FAX:

ADDITIONAL CONTACTS

NUMBER OF EMPLOYEES:
NUMBER OF OFFICES:
GROSS REVENUE:
LENGTH OF TIME IN BUSINESS:
GEOGRAPHICAL DISTRIBUTION
NETWORK:

BRANDS:
BOTTLED
CARBONATED
FRUIT JUICES & ICED TEA
ALTERNATIVE BEVERAGES
SPICES & SPICE BLENDS
FROZEN SEAFOOD
COOKIES & CRACKERS Cobys - Cookie Dough, Cookie Mix, Muffin Mix
POTATO, CORN AND PRETZEL SNACKS
NUTRITIONAL SNACKS
CONFECTIONARIES

COMPANIES REPRESENTED:

COMPANY INFORMATION

COMPANY: Fancy Foods Ltd. Code: NS12
ADDRESS: Unit 9, 10 Ragged Lake Blvd., Halifax, NS B3S 1C2
TEL: (902) 450-5060
FAX: (902) 450-5061
1800 #: 1-800-663-6100
HOMEPAGE:
E-MAIL: nstn1511@fox.nstn.ca
MAIN CONTACT: S.J. Hughes, President
HEAD OFFICE:
HEAD OFFICE TEL:
HEAD OFFICE FAX:

ADDITIONAL CONTACTS David Jollimore Marketing Director
Brent George Marketing/Sales
John Hughes Marketing/Sales

NUMBER OF EMPLOYEES:
NUMBER OF OFFICES:
GROSS REVENUE:
LENGTH OF TIME IN BUSINESS:
GEOGRAPHICAL DISTRIBUTION
NETWORK:

BRANDS:

BOTTLED

CARBONATED

FRUIT JUICES & ICED TEA

Arizona - Cocktail Juice, Iced Tea

ALTERNATIVE BEVERAGES

SPICES & SPICE BLENDS

FROZEN SEAFOOD

COOKIES & CRACKERS

POTATO, CORN AND PRETZEL SNACKS

NUTRITIONAL SNACKS

CONFECTIONARIES

COMPANIES REPRESENTED:

COMPANY INFORMATION

COMPANY: Futura Food Sales & Marketing Ltd. Code: ON27
ADDRESS: 10 West Pearce St., Unit 4, Richmond Hill, ON L4B 1B6
TEL: (905) 882-8816
FAX: (905) 882-9788
1800 #:
HOMEPAGE:
E-MAIL: corry@futurafood.com
MAIN CONTACT: Larry Rozak, President
HEAD OFFICE:
HEAD OFFICE TEL:
HEAD OFFICE FAX:

ADDITIONAL CONTACTS

Jim Plomer Vice-President

NUMBER OF EMPLOYEES: 25
NUMBER OF OFFICES: 1
GROSS REVENUE: N/A
LENGTH OF TIME IN BUSINESS: 8 Years
GEOGRAPHICAL DISTRIBUTION
NETWORK: Ontario

BRANDS:

BOTTLED

CARBONATED

FRUIT JUICES & ICED TEA Arizona - Cocktail Juice, Iced Tea

ALTERNATIVE BEVERAGES

SPICES & SPICE BLENDS Blue Ribbon - Spices

FROZEN SEAFOOD

COOKIES & CRACKERS

POTATO, CORN AND PRETZEL SNACKS

NUTRITIONAL SNACKS

CONFECTIONARIES

COMPANIES REPRESENTED:

COMPANY INFORMATION

COMPANY: H.D. Marshall Ltd. Code: ON9
ADDRESS: 17 Fitzgerald Rd., Unit 103, Nepean, ON K2N 9G1
TEL: (613) 721-1289
FAX: (613) 721-9521
1800 #:
HOMEPAGE:
E-MAIL: hdmarshall@igs.net
MAIN CONTACT: Norman Glube, President
HEAD OFFICE:
HEAD OFFICE TEL:
HEAD OFFICE FAX:

ADDITIONAL CONTACTS David Hobson Manager

NUMBER OF EMPLOYEES:
NUMBER OF OFFICES:
GROSS REVENUE:
LENGTH OF TIME IN BUSINESS: 40 Years
GEOGRAPHICAL DISTRIBUTION
NETWORK: Ottawa Area

BRANDS:
BOTTLED
CARBONATED
FRUIT JUICES & ICED TEA
ALTERNATIVE BEVERAGES
SPICES & SPICE BLENDS
FROZEN SEAFOOD
COOKIES & CRACKERS McCormicks - Crakers
POTATO, CORN AND PRETZEL SNACKS
NUTRITIONAL SNACKS
CONFECTIONARIES

COMPANIES REPRESENTED:

COMPANY INFORMATION

COMPANY: Harvey Codner Brokerage Ltd. Code: NF8
ADDRESS: P.O. Box 1028, Torbay, NF, A1K 1K8
TEL: (709) 437-6860
FAX: (709) 437-1244
1800 #:
HOMEPAGE:
E-MAIL: hc@codnerbrokerage.nf.net
MAIN CONTACT: Harvey Codner, President
HEAD OFFICE:
HEAD OFFICE TEL:
HEAD OFFICE FAX:

ADDITIONAL CONTACTS

NUMBER OF EMPLOYEES: 10
NUMBER OF OFFICES: 2
GROSS REVENUE: N/A
LENGTH OF TIME IN BUSINESS: 15 Years

GEOGRAPHICAL DISTRIBUTION

NETWORK: Newfoundland & Labrador

BRANDS:**BOTTLED****CARBONATED**

FRUIT JUICES & ICED TEA Fairlee - Fruit Drink, Fruit Juice, Water/Fruit Juice Blend

ALTERNATIVE BEVERAGES**SPICES & SPICE BLENDS****FROZEN SEAFOOD**

Blue Water - Breaded Fish, Fish Products, Frozen Fish, Seafood Products

COOKIES & CRACKERS**POTATO, CORN AND PRETZEL SNACKS****NUTRITIONAL SNACKS****CONFECTIONARIES****COMPANIES REPRESENTED:**

COMPANY INFORMATION

COMPANY: Integra Sales & Marketing Inc. Code: PQ28
ADDRESS: 720 Place Disraeli, Laval, PQ H7W 4E3
TEL: (450) 688-6895
FAX: (450) 688-3287
1800 #: 1-800-268-6895
HOMEPAGE:
E-MAIL: integrasales@sprint.ca
MAIN CONTACT: Mark Blumenthal, President
HEAD OFFICE:
HEAD OFFICE TEL:
HEAD OFFICE FAX:

ADDITIONAL CONTACTS Ben Blumenthal Director

NUMBER OF EMPLOYEES: 10
NUMBER OF OFFICES: 2
GROSS REVENUE: N/A
LENGTH OF TIME IN BUSINESS: 9 Years
GEOGRAPHICAL DISTRIBUTION
NETWORK: Canada

BRANDS:
BOTTLED
CARBONATED
FRUIT JUICES & ICED TEA Blue Range - Fruit Juice, Iced Tea, Spritzer
ALTERNATIVE BEVERAGES Soy Amazing - Soya Drink
SPICES & SPICE BLENDS
FROZEN SEAFOOD
COOKIES & CRACKERS Country Choice Organic Soft Cookies
POTATO, CORN & PRETZEL SNACKS Skinnys Corn Chips
NUTRITIONAL SNACKS Private Label - Cereal Bars
CONFECTIONARIES

COMPANIES REPRESENTED:

COMPANY INFORMATION

COMPANY: J&J Sales/Carroll Boucher Ent. Code: ON10
ADDRESS: #1-2570 Edinburgh Place, Ottawa, ON K1B 5M1
TEL: (613) 744-1049
FAX: (613) 744-8175
1800 #:
HOMEPAGE:
E-MAIL: jjsales@on.aibn.com
MAIN CONTACT: Jacques Lalonde, President
HEAD OFFICE:
HEAD OFFICE TEL:
HEAD OFFICE FAX:
ADDITIONAL CONTACTS Jeff Schneider Vice-President

NUMBER OF EMPLOYEES: 5
NUMBER OF OFFICES: N/A
GROSS REVENUE: \$600,000.00
LENGTH OF TIME IN BUSINESS: 6 Years
GEOGRAPHICAL DISTRIBUTION
NETWORK: Eastern Ontario, West Quebec

BRANDS:
BOTTLED
CARBONATED
FRUIT JUICES & ICED TEA The Bottle Green Drinks Co.
ALTERNATIVE BEVERAGES
SPICES & SPICE BLENDS
FROZEN SEAFOOD
COOKIES & CRACKERS Colonial - Crackers
Colonial Cookies/Parmalat Bakery

POTATO, CORN AND PRETZEL SNACKS
NUTRITIONAL SNACKS
CONFECTIONARIES Lindor - Chocolate & Lindt - Chocolate
COMPANIES REPRESENTED: Lindt & Sprunghi (Canada) Inc.
W.G. Thompson & Sons
W.T. Lynch Foods Ltd.
Le Marquis/John Vince Foods
El Molino Foods
Deb's Valley Foods
Sun Pac Foods Ltd.
Aloes Foods Ltd.
Keybrand Foods Inc.
Kouri Foods Ltd./Mrs. Whyte's

Ferndale Vineyards Inc.
Planter's Peanuts

COMPANY INFORMATION

COMPANY: J.P. Bissonnette (1982) Inc. Code: PQ40
ADDRESS: 139 Be Rue, Rouyn-Noranda, PQ J9X 2A5
TEL: (819) 762-3204
FAX: (819) 762-2239
1800 #:
HOMEPAGE:
E-MAIL:
MAIN CONTACT: Denis Lambert, President
HEAD OFFICE:
HEAD OFFICE TEL:
HEAD OFFICE FAX:

ADDITIONAL CONTACTS

NUMBER OF EMPLOYEES:
NUMBER OF OFFICES:
GROSS REVENUE:
LENGTH OF TIME IN BUSINESS:
GEOGRAPHICAL DISTRIBUTION
NETWORK:

BRANDS:
BOTTLED
CARBONATED
FRUIT JUICES & ICED TEA Alassonde - Fruit Juice
ALTERNATIVE BEVERAGES
SPICES & SPICE BLENDS
FROZEN SEAFOOD
COOKIES & CRACKERS
POTATO, CORN AND PRETZEL SNACKS
NUTRITIONAL SNACKS
CONFECTIONARIES

COMPANIES REPRESENTED:

COMPANY INFORMATION

COMPANY: Madison Avenue Retail Brands Inc. Code: PQ7
ADDRESS: 700 Bord du Lac, Dorval, PQ H9S 2B8
TEL: (514) 631-2795
FAX: (514) 631-5795
1800 #:
HOMEPAGE:
E-MAIL: madison@colba.net
MAIN CONTACT: S.F. Vincelli, Chairman
HEAD OFFICE:
HEAD OFFICE TEL:
HEAD OFFICE FAX:

ADDITIONAL CONTACTS
Bruce Blyth President
Michel Lalonde Executive Vice-President
Joseph Orsini Vice-President

NUMBER OF EMPLOYEES: 15
NUMBER OF OFFICES: 2
GROSS REVENUE: \$80 Million
LENGTH OF TIME IN BUSINESS: 12 Years
GEOGRAPHICAL DISTRIBUTION
NETWORK: National

BRANDS:
BOTTLED
CARBONATED
FRUIT JUICES & ICED TEA
ALTERNATIVE BEVERAGES
SPICES & SPICE BLENDS
FROZEN SEAFOOD
COOKIES & CRACKERS
POTATO, CORN AND PRETZEL SNACKS
NUTRITIONAL SNACKS Private Label - Cereal Bars
CONFECTIONARIES

COMPANIES REPRESENTED:

COMPANY INFORMATION

COMPANY:	Michael Theodor Brokerage, Inc.	Code: NS13
ADDRESS:	2511 Elm St., Halifax NS B3L 2Y5	
TEL:	(902) 420-9855	
FAX:	(902) 420-9852	
1800 #:		
HOMEPAGE:		
E-MAIL:	dgmm@email.com	
MAIN CONTACT:	Darren MacRae Munro,	
HEAD OFFICE:	Head Office: Vancouver, BC	
HEAD OFFICE TEL:		
HEAD OFFICE FAX:		

ADDITIONAL CONTACTS

NUMBER OF EMPLOYEES:
NUMBER OF OFFICES:
GROSS REVENUE:
LENGTH OF TIME IN BUSINESS:
GEOGRAPHICAL DISTRIBUTION
NETWORK:

BRANDS:

BOTTLED

CARBONATED

FRUIT JUICES & ICED TEA

ALTERNATIVE BEVERAGES

Soy Dream - Soya Drink

SPICES & SPICE BLENDS

FROZEN SEAFOOD

COOKIES & CRACKERS

POTATO, CORN AND PRETZEL SNACKS

NUTRITIONAL SNACKS

Barbara's Bakery - Cereal Bars

CONFECTIONARIES

COMPANIES REPRESENTED:

COMPANY INFORMATION

COMPANY: Michael Theodor Brokerage, Inc. Code: ON62
ADDRESS: 2531 Lakeshore Blvd. W., #212, Etobicoke, ON M8V 1E7
TEL: (416) 255-7831
FAX: (416) 255-5091
1800 #:
HOMEPAGE:
E-MAIL: jtovey@idirect.com
MAIN CONTACT: Janet Tovey,
HEAD OFFICE: Head Office: Vancouver, BC
HEAD OFFICE TEL:
HEAD OFFICE FAX:

ADDITIONAL CONTACTS

NUMBER OF EMPLOYEES:
NUMBER OF OFFICES:
GROSS REVENUE:
LENGTH OF TIME IN BUSINESS:
GEOGRAPHICAL DISTRIBUTION
NETWORK:

BRANDS:
BOTTLED
CARBONATED
FRUIT JUICES & ICED TEA
ALTERNATIVE BEVERAGES Soy Dream - Soya Drink
SPICES & SPICE BLENDS
FROZEN SEAFOOD
COOKIES & CRACKERS
POTATO, CORN AND PRETZEL SNACKS
NUTRITIONAL SNACKS Barbara's Bakery - Cereal Bars
CONFECTIONARIES

COMPANIES REPRESENTED:

COMPANY INFORMATION

COMPANY: Morris National Inc. Code: PQ32
ADDRESS: 2235 La Pierre, La Salle, PQ H8N 1B7
TEL: (514) 368-1000
FAX: (514) 368-3168
1800 #:
HOMEPAGE:
E-MAIL: morrismtl@compuserve.com
MAIN CONTACT: Gerry Morris, President
HEAD OFFICE: Head Office: Concord, ON
HEAD OFFICE TEL: (905) 879-7777
HEAD OFFICE FAX: (905) 879-0400

ADDITIONAL CONTACTS Brian Halpert

NUMBER OF EMPLOYEES: 75
NUMBER OF OFFICES: 3
GROSS REVENUE: Confidential
LENGTH OF TIME IN BUSINESS: 50 Years
GEOGRAPHICAL DISTRIBUTION
NETWORK: Throughout Canada

BRANDS:
BOTTLED
CARBONATED
FRUIT JUICES & ICED TEA
ALTERNATIVE BEVERAGES
SPICES & SPICE BLENDS
FROZEN SEAFOOD
COOKIES & CRACKERS
POTATO, CORN AND PRETZEL SNACKS
NUTRITIONAL SNACKS
CONFECTIONARIES Bears - Gummi Candies
Cointreau - Truffles (Chocolate)

COMPANIES REPRESENTED:

COMPANY INFORMATION

COMPANY: National Importers Canada Ltd. Code: ON64
ADDRESS: 1555 Clark Blvd., Brampton, ON L6T 4G2
TEL: (905) 791-1322
FAX: (905) 791-6016
1800 #:
HOMEPAGE: www.nationalimporters.com
E-MAIL: caseywust@nationalimporters.com
MAIN CONTACT: Casey Wust, Vice President & COO
HEAD OFFICE: Head Office: 1376 Cliveden Ave., Annacis Business Park, New
Westminster, BC V3M 6K2
HEAD OFFICE TEL: (604) 520-1555
HEAD OFFICE FAX: (604) 520-0827

ADDITIONAL CONTACTS Leeola Zanetti National Marketing Manager

NUMBER OF EMPLOYEES: 150
NUMBER OF OFFICES: 4
GROSS REVENUE: N/A

LENGTH OF TIME IN BUSINESS: 52 Years

GEOGRAPHICAL DISTRIBUTION

NETWORK: National

BRANDS:

BOTTLED

CARBONATED

FRUIT JUICES & ICED TEA

ALTERNATIVE BEVERAGES

SPICES & SPICE BLENDS

Grantham Grenadine Syrup

Tosca Coconut Milk

Ethnic-East Indian-Patak's

Ethnic-Jamaican-Busha Browne's

Asian Gourmet - Oriental Sauces

FROZEN SEAFOOD

COOKIES & CRACKERS

I-Ian Rice Crackers

Ryvita Crispbread

Ryvita Crispbread Fruit Crunch

POTATO, CORN AND PRETZEL SNACKS

NUTRITIONAL SNACKS

CONFECTIONARIES

Buderin Crystalized Ginger

Polish Sesame Snaps

COMPANIES REPRESENTED:

COMPANY INFORMATION

COMPANY: National Importers Canada Ltee Code: PQ34
ADDRESS: 100 Alexis-Nihon Blvd., Suite 918, St. Laurent, PQ H4M 2P4
TEL: (514) 747-5957
FAX: (514) 747-9204
1800 #:
HOMEPAGE: www.nationalimporters.com
E-MAIL: caseywust@nationalimporters.com
MAIN CONTACT: Casey Wust, Vice President & COO
HEAD OFFICE: Head Office: 1376 Cliveden Ave., Annacis Business Park,
New Westminster, BC V3M 6K2
HEAD OFFICE TEL: (604) 520-1555
HEAD OFFICE FAX: (604) 520-0827

ADDITIONAL CONTACTS Michel Paradis Quebec Sales Manager

NUMBER OF EMPLOYEES: 150
NUMBER OF OFFICES: 4
GROSS REVENUE: N/A
LENGTH OF TIME IN BUSINESS: 52 Years
GEOGRAPHICAL DISTRIBUTION
NETWORK: National

BRANDS:

BOTTLED

CARBONATED

FRUIT JUICES & ICED TEA

ALTERNATIVE BEVERAGES

SPICES & SPICE BLENDS

A Taste of Thai - Thai Condiments, Thai Sauces
Asian Gourmet - Oriental Sauces

FROZEN SEAFOOD

COOKIES & CRACKERS

POTATO, CORN AND PRETZEL SNACKS

NUTRITIONAL SNACKS

CONFECTIONARIES

COMPANIES REPRESENTED:

COMPANY INFORMATION

COMPANY: Pierre Dubois & Ass. Inc. Code: PQ9
ADDRESS: 7575 Route Transcanadienne, Bureau 500, St. Laurent, PQ
H4T 1V6
TEL: (514) 745-5533
FAX: (514) 745-2526
1800 #:
HOMEPAGE:
E-MAIL: pierredubois@vl.videotron.ca
MAIN CONTACT: Pierre Dubois, President
HEAD OFFICE:
HEAD OFFICE TEL:
HEAD OFFICE FAX:

ADDITIONAL CONTACTS Claudette St-Marseille Manager, Major Accounts

NUMBER OF EMPLOYEES:
NUMBER OF OFFICES:
GROSS REVENUE:
LENGTH OF TIME IN BUSINESS:
GEOGRAPHICAL DISTRIBUTION
NETWORK:

BRANDS:

BOTTLED

CARBONATED

FRUIT JUICES & ICED TEA

Private Label - Juices

ALTERNATIVE BEVERAGES

SPICES & SPICE BLENDS

FROZEN SEAFOOD

Seastar Clams, Crab, Shrimp

COOKIES & CRACKERS

POTATO, CORN AND PRETZEL SNACKS

NUTRITIONAL SNACKS

CONFECTIONARIES

COMPANIES REPRESENTED:

COMPANY INFORMATION

COMPANY: Post Inc. Brokers Code: PQ10
ADDRESS: 2615 Van Horne Ave., Suite 202, Montreal, PQ H3S 1P7
TEL: (514) 738-4477
FAX: (514) 738-3223
1800 #: 1-800-496-7678
HOMEPAGE:
E-MAIL: jpost@postinc.com
MAIN CONTACT: Jeffrey Post, President
HEAD OFFICE:
HEAD OFFICE TEL:
HEAD OFFICE FAX:

ADDITIONAL CONTACTS J. P. Moreau Vice-President Key Accounts
Vito Masi Sales
Alain LeBlanc Sales

NUMBER OF EMPLOYEES:
NUMBER OF OFFICES:
GROSS REVENUE:
LENGTH OF TIME IN BUSINESS:
GEOGRAPHICAL DISTRIBUTION
NETWORK:

BRANDS:
BOTTLED
CARBONATED
FRUIT JUICES & ICED TEA
ALTERNATIVE BEVERAGES
SPICES & SPICE BLENDS
FROZEN SEAFOOD
COOKIES & CRACKERS English Bay - Cookies
POTATO, CORN AND PRETZEL SNACKS
NUTRITIONAL SNACKS
CONFECTIONARIES

COMPANIES REPRESENTED:

COMPANY INFORMATION

COMPANY: Premcorp Sales & Marketing Ltd. Code: ON31
ADDRESS: 315 Traders Blvd. E., Unit 4, Mississauga, ON L4Z 2E5
TEL: (905) 507-0403
FAX: (905) 507-1646
1800 #:
HOMEPAGE:
E-MAIL: lweatherdon@premcorsales.com
MAIN CONTACT: Lindsay Weatherdon, President
HEAD OFFICE:
HEAD OFFICE TEL:
HEAD OFFICE FAX:

ADDITIONAL CONTACTS Wayne McLaughlin Vice-President

NUMBER OF EMPLOYEES:
NUMBER OF OFFICES:
GROSS REVENUE:
LENGTH OF TIME IN BUSINESS:
GEOGRAPHICAL DISTRIBUTION
NETWORK:

BRANDS:
BOTTLED
CARBONATED
FRUIT JUICES & ICED TEA
ALTERNATIVE BEVERAGES So Nice - Soya Drink
SPICES & SPICE BLENDS
FROZEN SEAFOOD
COOKIES & CRACKERS
POTATO, CORN AND PRETZEL SNACKS
NUTRITIONAL SNACKS Private Label - Cereal Bars
CONFECTIONARIES

COMPANIES REPRESENTED:

COMPANY INFORMATION

COMPANY: Prestige Sales Inc. Code: PQ11
ADDRESS: 50 Place Cremazie West, Suite 1022 Montreal, PQ H2P 2T7
TEL: (514) 381-8815
FAX: (514) 381-0844
1800 #:
HOMEPAGE:
E-MAIL: mkorenberg@prestigesales.com
MAIN CONTACT: Michael Korenberg, President
HEAD OFFICE:
HEAD OFFICE TEL:
HEAD OFFICE FAX:

ADDITIONAL CONTACTS
Natalie Youssaint Vice-President Finance
Jean Bohemier Vice-President Sales
Gaston Gagnon Vice-President Product Dev.
Marie Claude Fortier Sales Strategist

NUMBER OF EMPLOYEES: 20
NUMBER OF OFFICES: 1
GROSS REVENUE: \$3-4 Million
LENGTH OF TIME IN BUSINESS: 40 Years in private label
GEOGRAPHICAL DISTRIBUTION
NETWORK: Quebec, Atlantic Provinces, Ontario, Western Canada

BRANDS:
BOTTLED Private Label - Spring Water
CARBONATED
FRUIT JUICES & ICED TEA Private Label - Juices
ALTERNATIVE BEVERAGES
SPICES & SPICE BLENDS
FROZEN SEAFOOD Private Label - frozen foods
COOKIES & CRACKERS
POTATO, CORN AND PRETZEL SNACKS
NUTRITIONAL SNACKS
CONFECTIONARIES

COMPANIES REPRESENTED:

COMPANY INFORMATION

COMPANY: Progressive Food Sales Inc. Code: ON69
ADDRESS: 170 Ambassador Dr., Unit 14, Mississauga, ON L5T 2H9
TEL: (905) 564-0400
FAX: (905) 564-8196
1800 #:
HOMEPAGE:
E-MAIL:
MAIN CONTACT: Clare Kirkwood, President
HEAD OFFICE:
HEAD OFFICE TEL:
HEAD OFFICE FAX:

ADDITIONAL CONTACTS

NUMBER OF EMPLOYEES:
NUMBER OF OFFICES:
GROSS REVENUE:
LENGTH OF TIME IN BUSINESS:
GEOGRAPHICAL DISTRIBUTION
NETWORK:

BRANDS:
BOTTLED Canadian Select - Water
CARBONATED
FRUIT JUICES & ICED TEA
ALTERNATIVE BEVERAGES
SPICES & SPICE BLENDS
FROZEN SEAFOOD
COOKIES & CRACKERS
POTATO, CORN AND PRETZEL SNACKS
NUTRITIONAL SNACKS
CONFECTIONARIES

COMPANIES REPRESENTED:

COMPANY INFORMATION

COMPANY: Provincial Code: ON32
ADDRESS: 365 Evans Ave., Suite 606, Etobicoke, ON M8Z 1K2
TEL: (416) 252-6441
FAX: (416) 252-1323
1800 #:
HOMEPAGE:
E-MAIL:
MAIN CONTACT: Richard Boosamra, President
HEAD OFFICE: Head Office: Montreal, PQ
HEAD OFFICE TEL:
HEAD OFFICE FAX:

ADDITIONAL CONTACTS

NUMBER OF EMPLOYEES:
NUMBER OF OFFICES:
GROSS REVENUE:
LENGTH OF TIME IN BUSINESS:
GEOGRAPHICAL DISTRIBUTION
NETWORK:

BRANDS:
BOTTLED Evian - Water
CARBONATED
FRUIT JUICES & ICED TEA
ALTERNATIVE BEVERAGES
SPICES & SPICE BLENDS
FROZEN SEAFOOD
COOKIES & CRACKERS
POTATO, CORN AND PRETZEL SNACKS
NUTRITIONAL SNACKS
CONFECTIONARIES

COMPANIES REPRESENTED:

COMPANY INFORMATION

COMPANY: Provincial Code: PQ43
ADDRESS: 110 Armand Buteau, Beauport, PQ G1E 7E5
TEL: (418) 667-7975
FAX: (418) 667-8816
1800 #:
HOMEPAGE:
E-MAIL:
MAIN CONTACT: Denis Beaudry, Vice President of Sales, East Quebec
HEAD OFFICE: Head Office: Montreal, PQ
HEAD OFFICE TEL:
HEAD OFFICE FAX:

ADDITIONAL CONTACTS

NUMBER OF EMPLOYEES:
NUMBER OF OFFICES:
GROSS REVENUE:
LENGTH OF TIME IN BUSINESS:
GEOGRAPHICAL DISTRIBUTION
NETWORK:

BRANDS:
BOTTLED Evian - Water
CARBONATED
FRUIT JUICES & ICED TEA
ALTERNATIVE BEVERAGES
SPICES & SPICE BLENDS
FROZEN SEAFOOD
COOKIES & CRACKERS
POTATO, CORN AND PRETZEL SNACKS
NUTRITIONAL SNACKS
CONFECTIONARIES

COMPANIES REPRESENTED:

COMPANY INFORMATION

COMPANY: Provision Sales & Marketing Inc. Code: ON70
ADDRESS: 675 Steeprock Dr., Toronto, ON M3J 2Z5
TEL: (416) 225-1777
FAX: N/S
1800 #:
HOMEPAGE:
E-MAIL:
MAIN CONTACT: Fred Marotta, President
HEAD OFFICE:
HEAD OFFICE TEL:
HEAD OFFICE FAX:

ADDITIONAL CONTACTS

NUMBER OF EMPLOYEES:
NUMBER OF OFFICES:
GROSS REVENUE:
LENGTH OF TIME IN BUSINESS:
GEOGRAPHICAL DISTRIBUTION
NETWORK:

BRANDS:
BOTTLED
CARBONATED
FRUIT JUICES & ICED TEA
ALTERNATIVE BEVERAGES
SPICES & SPICE BLENDS
FROZEN SEAFOOD
COOKIES & CRACKERS
POTATO, CORN AND PRETZEL SNACKS
NUTRITIONAL SNACKS
CONFECTIONARIES McCormick - Candy

COMPANIES REPRESENTED:

COMPANY INFORMATION

COMPANY: Qualifirst Foods Ltd. Code: ON71
ADDRESS: 40 Ronson Dr., Unit 4, Toronto, ON M9W 1B3
TEL: (416) 244-1177
FAX: (416) 244-1737
1800 #: 1-800-206-1177
HOMEPAGE:
E-MAIL: info@qualifirst.com
MAIN CONTACT: Yves M. Farges, President
HEAD OFFICE: Head Office: Vancouver, BC
HEAD OFFICE TEL: (604) 876-2241
HEAD OFFICE FAX: (604) 875-1575

ADDITIONAL CONTACTS
Raymond Martin General Manager
Mehrab Khan Operations Manager

NUMBER OF EMPLOYEES:
NUMBER OF OFFICES:
GROSS REVENUE:
LENGTH OF TIME IN BUSINESS:
GEOGRAPHICAL DISTRIBUTION
NETWORK:

BRANDS:
BOTTLED
CARBONATED
FRUIT JUICES & ICED TEA
ALTERNATIVE BEVERAGES
SPICES & SPICE BLENDS
FROZEN SEAFOOD
COOKIES & CRACKERS Dubois - Wafers
POTATO, CORN AND PRETZEL SNACKS
NUTRITIONAL SNACKS
CONFECTIONARIES

COMPANIES REPRESENTED:

COMPANY INFORMATION

COMPANY: R.H. Sulker Sales Ltd. Code: ON34
ADDRESS: 4220 Steeles Ave. W., Units 12 & 13, Woodbridge,
ON L4L 3S8
TEL: (905) 856-2808
FAX: (905) 856-5653
1800 #: 1-800-869-5111
HOMEPAGE:
E-MAIL: sulker@bconnex.net
MAIN CONTACT: Richard Sulker, President
HEAD OFFICE:
HEAD OFFICE TEL:
HEAD OFFICE FAX:

ADDITIONAL CONTACTS Rick Klacza Vice-President
Gord Marshall Retail
Bob Horniblow Foodservice
Susanne Horniblow Foodservice

NUMBER OF EMPLOYEES:
NUMBER OF OFFICES:
GROSS REVENUE:
LENGTH OF TIME IN BUSINESS:
GEOGRAPHICAL DISTRIBUTION
NETWORK:

BRANDS:
BOTTLED Echo Springs - Water
CARBONATED
FRUIT JUICES & ICED TEA
ALTERNATIVE BEVERAGES
SPICES & SPICE BLENDS
FROZEN SEAFOOD
COOKIES & CRACKERS
POTATO, CORN AND PRETZEL SNACKS
NUTRITIONAL SNACKS
CONFECTIONARIES

COMPANIES REPRESENTED:

COMPANY INFORMATION

COMPANY: S.B.M. Food Sales & Marketing Inc. Code: ON35
ADDRESS: 10212 Yonge St., Suite 201 Richmond Hill, ON L4C 3B6
TEL: (905) 737-1304
FAX: (905) 737-6829
1800 #:
HOMEPAGE:
E-MAIL: sbm8@compuserve.com
MAIN CONTACT: Stanley Boigon, President
HEAD OFFICE:
HEAD OFFICE TEL:
HEAD OFFICE FAX:

ADDITIONAL CONTACTS

NUMBER OF EMPLOYEES:
NUMBER OF OFFICES:
GROSS REVENUE:
LENGTH OF TIME IN BUSINESS:
GEOGRAPHICAL DISTRIBUTION
NETWORK:

BRANDS:
BOTTLED
CARBONATED
FRUIT JUICES & ICED TEA
ALTERNATIVE BEVERAGES
SPICES & SPICE BLENDS
FROZEN SEAFOOD
COOKIES & CRACKERS
POTATO, CORN AND PRETZEL SNACKS
NUTRITIONAL SNACKS Private Label - Cereal Bars
CONFECTIONARIES

COMPANIES REPRESENTED:

COMPANY INFORMATION

COMPANY: Sanio Foods Ltd. Code: PQ36
ADDRESS: 1730-55ieme Ave., Lachine, PQ H8T 3J5
TEL: (514) 636-5142
FAX: (514) 636-5958
1800 #: 1-800-361-7045
HOMEPAGE:
E-MAIL: peter@saniofoods.ca
MAIN CONTACT: Peter S. Eusanio, President
HEAD OFFICE:
HEAD OFFICE TEL:
HEAD OFFICE FAX:

ADDITIONAL CONTACTS

NUMBER OF EMPLOYEES: 20
NUMBER OF OFFICES: 2
GROSS REVENUE: N/A
LENGTH OF TIME IN BUSINESS: 19 Years
GEOGRAPHICAL DISTRIBUTION
NETWORK: Province of Quebec

BRANDS:
BOTTLED
CARBONATED
FRUIT JUICES & ICED TEA Fairlee - Fruit Drink, Fruit Juice, Water/Fruit Juice Blend
ALTERNATIVE BEVERAGES
SPICES & SPICE BLENDS
FROZEN SEAFOOD Calkins & Burke - Fish, Seafood
COOKIES & CRACKERS Dare - Biscuits, Cookies, Crackers
POTATO, CORN AND PRETZEL SNACKS
NUTRITIONAL SNACKS
CONFECTIONARIES Dare - Hard Candy, Mint Candy

COMPANIES REPRESENTED:

COMPANY INFORMATION

COMPANY: Target Food Brokers Inc. Code: NS8
ADDRESS: Head Office: 120 Wright Ave., Dartmouth, NS B3B 1R6
TEL: (902) 468-3088
FAX: (902) 468-2298
1800 #:
HOMEPAGE:
E-MAIL: sales@targetfoodbrokers.com
MAIN CONTACT: B. Hull, President
HEAD OFFICE:
HEAD OFFICE TEL:
HEAD OFFICE FAX:

ADDITIONAL CONTACTS B. Jardine Vice-President-Retail
G.G. Wambolt Vice-President-Food Service

NUMBER OF EMPLOYEES: 12
NUMBER OF OFFICES:
GROSS REVENUE:
LENGTH OF TIME IN BUSINESS:
GEOGRAPHICAL DISTRIBUTION
NETWORK: Newfoundland, New Brunswick, Nova Scotia, Prince Edward Island

BRANDS:
BOTTLED
CARBONATED
FRUIT JUICES & ICED TEA
ALTERNATIVE BEVERAGES
SPICES & SPICE BLENDS
Durkee - Sauces
FROZEN SEAFOOD Blue Water - Breaded Fish, Fish Products, Frozen Fish, Seafood
Products
COOKIES & CRACKERS
POTATO, CORN AND PRETZEL SNACKS
NUTRITIONAL SNACKS
CONFECTIONARIES

COMPANIES REPRESENTED:

COMPANY INFORMATION

COMPANY:	Thomas, Large & Singer Inc. Code: NF5
ADDRESS:	18 Argyle St., P.O. Box 21219, St. John's, NF A1A 5B2
TEL:	(709) 754-2840
FAX:	(709) 753-8935
1800 #:	
HOMEPAGE:	
E-MAIL:	srwinter@thomaslargesinger.com
MAIN CONTACT:	Steve Winter, President-Atlantic Region
HEAD OFFICE:	Head Office: Woodbridge, ON
HEAD OFFICE TEL:	(905) 851-6510
HEAD OFFICE FAX:	(905) 265-9131
ADDITIONAL CONTACTS	Terry Gregory Vice-President Sales
NUMBER OF EMPLOYEES:	250
NUMBER OF OFFICES:	4
GROSS REVENUE:	\$500 Million
LENGTH OF TIME IN BUSINESS:	87 Years
GEOGRAPHICAL DISTRIBUTION NETWORK:	Ontario, Quebec, Atlantic Provinces
BRANDS:	
BOTTLED	Montclair - Water Perrier - Water, Water (Carbonated)
CARBONATED	
FRUIT JUICES & ICED TEA	Ocean Spray - Cocktail Mixes, Cranberry Juice, Fruit Juice, Grapefruit Juice
ALTERNATIVE BEVERAGES	
SPICES & SPICE BLENDS	
FROZEN SEAFOOD	Paramount-Canned Salmon & Tuna, Clams, Mussels, Oyster, Shrimp
COOKIES & CRACKERS	P&P - Biscuits Breton - Crackers Dare - Biscuits, Cookies, Crackers
POTATO, CORN AND PRETZEL SNACKS	
NUTRITIONAL SNACKS	Nature Valley - Granola
CONFECTIONARIES	Certs - Mint Candy Chiclets - Chewing Gum Clorets - Chewing Gum Dare - Hard Candy, Mint Candy Dentyne - Chewing Gum M&M's Chocolate Bar M&M's Chocolate Bar Trident - Chewing Gum

COMPANIES REPRESENTED:

COMPANY INFORMATION

COMPANY:	Thomas, Large & Singer Inc. Code: NS7
ADDRESS:	P.O. Box 129, 1000 Windmill Rd., #44, Dartmouth NS, B2Y 3Y2
TEL:	(902) 468-1291
FAX:	(902) 468-1302
1800 #:	
HOMEPAGE:	
E-MAIL:	srwinter@thomaslargesinger.com
MAIN CONTACT:	Steve Winter, President-Atlantic Region
HEAD OFFICE:	Head Office: Woodbridge, ON
HEAD OFFICE TEL:	
HEAD OFFICE FAX:	
ADDITIONAL CONTACTS	Mike McKinley Executive Vice-President
NUMBER OF EMPLOYEES:	250
NUMBER OF OFFICES:	4
GROSS REVENUE:	\$5 Million
LENGTH OF TIME IN BUSINESS:	87 Years
GEOGRAPHICAL DISTRIBUTION NETWORK:	Ontario, Quebec, Atlantic Provinces
BRANDS:	
BOTTLED	Montclair - Water Perrier - Water, Water (Carbonated)
CARBONATED	
FRUIT JUICES & ICED TEA Juice	Ocean Spray - Cocktail Mixes, Cranberry Juice, Fruit Juice, Grapefruit
ALTERNATIVE BEVERAGES	
SPICES & SPICE BLENDS	
FROZEN SEAFOOD	Paramount - Canned Salmon, Canned Tuna, Clams, Mussels, Oysters, Shrimp
COOKIES & CRACKERS	
POTATO, CORN AND PRETZEL SNACKS	
NUTRITIONAL SNACKS	
CONFECTIONARIES	M&M's - Chocolate Bar

COMPANIES REPRESENTED:

COMPANY INFORMATION

COMPANY: Thomas, Large & Singer Inc. Code: ON38
ADDRESS: 250 Rowntree Dairy Rd., Woodbridge, ON L4L 9J7
TEL: (905) 265-1800
FAX: (905) 265-9131
1800 #: 1-800-268-5514
HOMEPAGE: www.thomaslargesinger.com
E-MAIL: psinger@thomaslargesinger.com
MAIN CONTACT: Peter D. Singer, President & CEO
HEAD OFFICE:
HEAD OFFICE TEL:
HEAD OFFICE FAX:

ADDITIONAL CONTACTS Roman Konopud President-Ontario Region

NUMBER OF EMPLOYEES: 250
NUMBER OF OFFICES: 4
GROSS REVENUE: \$500 Million

LENGTH OF TIME IN BUSINESS: 87 Years

GEOGRAPHICAL DISTRIBUTION

NETWORK: Ontario, Quebec, Atlantic Provinces

BRANDS:

BOTTLED

Perrier Water - Water, Water (Carbonated)

CARBONATED

FRUIT JUICES & ICED TEA

Koala Springs - Water/Fruit Juice Blend

ALTERNATIVE BEVERAGES

SPICES & SPICE BLENDS

FROZEN SEAFOOD

COOKIES & CRACKERS

POTATO, CORN AND PRETZEL SNACKS

NUTRITIONAL SNACKS

CONFECTIONARIES

Clodhoppers - Candy

COMPANIES REPRESENTED:

COMPANY INFORMATION

COMPANY: Trebley Atlantic Sales Inc. Code: NF7
ADDRESS: 81 Kenmount Rd., P.O. Box 8127, St. John's, NF A1B 3N1
TEL: (709) 722-6706
FAX: (709) 722-8483
1800 #:
HOMEPAGE: www.trebley.com
E-MAIL: mhornibrook@trebley.com
MAIN CONTACT: Kevin Connors, CEO
HEAD OFFICE: Head Office: Dartmouth, NS
HEAD OFFICE TEL:
HEAD OFFICE FAX:

ADDITIONAL CONTACTS Allen Forward President
Mitch Hornibrook Vice-President Retail
Scott Giannou Vice-President-Food Service

NUMBER OF EMPLOYEES: 55
NUMBER OF OFFICES: 2
GROSS REVENUE: \$5 Million
LENGTH OF TIME IN BUSINESS: 47 Years
GEOGRAPHICAL DISTRIBUTION
NETWORK: Atlantic Canada

BRANDS:
BOTTLED
CARBONATED
FRUIT JUICES & ICED TEA
ALTERNATIVE BEVERAGES
SPICES & SPICE BLENDS
FROZEN SEAFOOD
COOKIES & CRACKERS
POTATO, CORN AND PRETZEL SNACKS
NUTRITIONAL SNACKS
CONFECTIONARIES Chiclets - Chewing Gum

COMPANIES REPRESENTED: Hunt Weston
Arm & Hammer
Glad
McCormick Spices
Cadbury Motts

COMPANY INFORMATION

COMPANY: Trebley Atlantic Sales Inc. Code: NS9
ADDRESS: 67 Wright Ave., Dartmouth, NS B3B 1H2
TEL: (902) 468-2007
FAX: (902) 468-4899
1800 #:
HOMEPAGE: www.trebley.com
E-MAIL: aforward@trebley.com
MAIN CONTACT: Kevin Connors, CEO
HEAD OFFICE:
HEAD OFFICE TEL:
HEAD OFFICE FAX:

ADDITIONAL CONTACTS Allen Forward President
Paul Currie Executive Vice-President
Simon Pilsworth Executive Vice-President
Calvin Hunt Vice-President

NUMBER OF EMPLOYEES: 55
NUMBER OF OFFICES: 2
GROSS REVENUE: \$5 Million
LENGTH OF TIME IN BUSINESS: 47 Years
GEOGRAPHICAL DISTRIBUTION
NETWORK: Atlantic Canada

BRANDS:
BOTTLED
CARBONATED
FRUIT JUICES & ICED TEA
ALTERNATIVE BEVERAGES
SPICES & SPICE BLENDS
FROZEN SEAFOOD
COOKIES & CRACKERS McCormicks - Crakers
POTATO, CORN AND PRETZEL SNACKS
NUTRITIONAL SNACKS
CONFECTIONARIES

COMPANIES REPRESENTED: Hunt Weston
Arm & Hammer
Glad
McCormick Spices
Cadbury Motts

COMPANY INFORMATION

COMPANY: Trimark Sales & Marketing Code: ON82
ADDRESS: 10 Lawlor Ave., #2, Toronto, ON M4E 3L7
TEL: (416) 698-0194
FAX: (416) 698-8172
1800 #:
HOMEPAGE:
E-MAIL: trimark@echo-on.net
MAIN CONTACT: Richard Sabourin, President
HEAD OFFICE:
HEAD OFFICE TEL:
HEAD OFFICE FAX:

ADDITIONAL CONTACTS Karen McCarrol Vice-President

NUMBER OF EMPLOYEES: 3
NUMBER OF OFFICES: 1
GROSS REVENUE: N/A
LENGTH OF TIME IN BUSINESS: 7 Years
GEOGRAPHICAL DISTRIBUTION
NETWORK: Ontario, Quebec, Maritimes

BRANDS:
BOTTLED
CARBONATED
FRUIT JUICES & ICED TEA
ALTERNATIVE BEVERAGES
SPICES & SPICE BLENDS El Molino Foods-Mexican Food
Young & Winfried-Spices

FROZEN SEAFOOD
COOKIES & CRACKERS
POTATO, CORN AND PRETZEL SNACKS
NUTRITIONAL SNACKS
CONFECTIONARIES

COMPANIES REPRESENTED:

COMPANY INFORMATION

COMPANY: Triple-C-Inc. Code: PQ37
ADDRESS: 7493 Trans Canada Hwy., Suite 104, Ville St. Laurent,
PQ H4T 1T3
TEL: (514) 332-6265
FAX: (514) 332-9631
1800 #: 1-800-263-9105
HOMEPAGE:
E-MAIL: triple-c-candy.com
MAIN CONTACT: Louise Marion, Manager
HEAD OFFICE: Head Office: Hamilton, ON
HEAD OFFICE TEL: (905) 573-7900
HEAD OFFICE FAX: (905) 573-7877

ADDITIONAL CONTACTS Edie Carson

NUMBER OF EMPLOYEES:
NUMBER OF OFFICES:
GROSS REVENUE:
LENGTH OF TIME IN BUSINESS:
GEOGRAPHICAL DISTRIBUTION
NETWORK:

BRANDS:
BOTTLED
CARBONATED
FRUIT JUICES & ICED TEA
ALTERNATIVE BEVERAGES
SPICES & SPICE BLENDS
FROZEN SEAFOOD
COOKIES & CRACKERS
POTATO, CORN AND PRETZEL SNACKS
NUTRITIONAL SNACKS
CONFECTIONARIES Barclay - Chocolate

COMPANIES REPRESENTED:

COMPANY INFORMATION

COMPANY: Upper Canada Food Sales & Marketing Ltd Code: ON3
ADDRESS: Head Office: 101 Holiday Inn Dr., Cambridge, ON N3C 1Z3
TEL: (519) 220-0050
FAX: (519) 220-0064
1800 #: 1-888-862-0924
HOMEPAGE:
E-MAIL: ucfsmltd@aol.com
MAIN CONTACT: D. Gareth Evans, President
HEAD OFFICE:
HEAD OFFICE TEL:
HEAD OFFICE FAX:

ADDITIONAL CONTACTS Andy Lang Vice President & General Manager

NUMBER OF EMPLOYEES: 5
NUMBER OF OFFICES: 1
GROSS REVENUE: N/A
LENGTH OF TIME IN BUSINESS: 10 Years
GEOGRAPHICAL DISTRIBUTION
NETWORK: All of Ontario

BRANDS:
BOTTLED
CARBONATED
FRUIT JUICES & ICED TEA
ALTERNATIVE BEVERAGES
SPICES & SPICE BLENDS Chef Paul - Spices
FROZEN SEAFOOD
COOKIES & CRACKERS
POTATO, CORN AND PRETZEL SNACKS
NUTRITIONAL SNACKS
CONFECTIONARIES

COMPANIES REPRESENTED:

APPENDIX 2: RETAILERS AND WHOLESALERS**COMPANY INFORMATION**

COMPANY: **Atlantic Wholesalers** Code:
ADDRESS: Suite 101, 120 Eileen Stubbs Ave., Dartmouth NS B3B 1Y1
TEL: (902) 468-8866
FAX: (902) 481-4203
1800 #:
HOMEPAGE:
E-MAIL:
MAIN CONTACT: Wayne King,
HEAD OFFICE:
HEAD OFFICE TEL: (506) 852-234
HEAD OFFICE FAX: (506) 852-2038

COMPANY: **Austin & Masters Ltd.** Code:
ADDRESS: 165 The Queensway, Suite 328, Toronto ON M8Y 1H8
TEL: (416) 259-6363
FAX: (416) 259-6223
1800 #:
HOMEPAGE:
E-MAIL: masters@icon.net
MAIN CONTACT: William Masters, Produce Broker
HEAD OFFICE:
HEAD OFFICE TEL:
HEAD OFFICE FAX:

ADDITIONAL CONTACTS David Masters

NUMBER OF EMPLOYEES: 3
NUMBER OF OFFICES: 1
GROSS REVENUE: N/A
LENGTH OF TIME IN BUSINESS: 30 Years

COMPANY: **Baizer, S. & Sons Ltd.** Code:
ADDRESS: 615 Rue Marche Central, Suite 360, Montréal QC H4N 1J8
TEL: (514) 384-2390
FAX: (514) 384-2472
1800 #:
HOMEPAGE:
E-MAIL:
MAIN CONTACT: Tony D'Anello, Vice President
HEAD OFFICE:
HEAD OFFICE TEL:
HEAD OFFICE FAX:

COMPANY: **C.H. Robinson Co. (Canada) Ltd.** Code:
ADDRESS: 155 - A Matheson Blvd. West, Suite 106, Mississauga ON
L5R 3L5
TEL: (905) 501-9944
FAX: (905) 501-9947
1800 #:
HOMEPAGE: www.chrobinson.com
E-MAIL: john.goodall@chrobinson.com
MAIN CONTACT: John Goodall, Manager-Toronto, President-Canada
HEAD OFFICE: Head Office: Eden Prairie-Minnesota (Minneapolis)
HEAD OFFICE TEL: (612) 937-8500
HEAD OFFICE FAX: (612) 937-7809

ADDITIONAL CONTACTS

NUMBER OF EMPLOYEES: 60 (Canada only)
NUMBER OF OFFICES: 4
GROSS REVENUE: N/A-(+2 Billion-US-Total Co. Globally)
LENGTH OF TIME IN BUSINESS: 77 Years (Since 1905-founded in USA)
GEOGRAPHICAL DISTRIBUTION
NETWORK: Coast to Coast

COMPANY: **Canadian Council of Grocery Distributors** Code:
ADDRESS: Head Office: P.O. Box 1082, Place Du Parc, Montréal QC H2W 2P4
TEL: (514) 982-0267
FAX: (514) 849-3021
1800 #:
HOMEPAGE: www.ccgd.ca
E-MAIL: scloutier@ccgd.ca
MAIN CONTACT: Sylvie Cloutier, Vice President of Communications
HEAD OFFICE:
HEAD OFFICE TEL:
HEAD OFFICE FAX:

ADDITIONAL CONTACTS M. Scott Vice-President of Events and Promotions
NUMBER OF EMPLOYEES: 18
NUMBER OF OFFICES: 5
GROSS REVENUE: Not for Profit Organization
LENGTH OF TIME IN BUSINESS: 13 Years
GEOGRAPHICAL DISTRIBUTION
NETWORK: Membership represents approx 80% of total distribution network in
Canada-All across Canada

COMPANY: **Chiovitti Banana Co. Ltd.** Code:
ADDRESS: 165 The Queensway, Toronto ON M8Y 1H8
TEL: (416) 252-5201
FAX: (416) 253-4596
1800 #:
HOMEPAGE:
E-MAIL:
MAIN CONTACT: Ron Chiovitti, President
HEAD OFFICE:
HEAD OFFICE TEL:
HEAD OFFICE FAX:

COMPANY: **Clover Group** Code:
ADDRESS: 1 Duck Pond Road, Route #1, Lakeside Industrial Park,
Lakeside NS B3T 1M5
TEL: (902) 876-2311
FAX: (902) 876-3625
1800 #:
HOMEPAGE:
E-MAIL:
MAIN CONTACT: Gary Seams, President
HEAD OFFICE:
HEAD OFFICE TEL: (416) 234-7050
HEAD OFFICE FAX: (416) 234-7971

:

COMPANY: **Courchesne Larose Ltee.** Code:
ADDRESS: Marche Central, 1455 Bercy St., Montréal QC H2K 2V1
TEL: (514) 525-1084
FAX: (514) 525-6381
1800 #:
HOMEPAGE:
E-MAIL:
MAIN CONTACT: Antonio Birri, President
HEAD OFFICE:
HEAD OFFICE TEL:
HEAD OFFICE FAX:

ADDITIONAL CONTACTS

NUMBER OF EMPLOYEES: 100
NUMBER OF OFFICES: 1
GROSS REVENUE: \$100 Million
LENGTH OF TIME IN BUSINESS: 82 Years
GEOGRAPHICAL DISTRIBUTION
NETWORK: Nationwide-Canada

COMPANY: **Dominion Citrus Ltd.** Code:
ADDRESS: 165 The Queensway, 304 The Ontario Food Terminal,
Toronto ON M8Y 1H8
TEL: (416) 259-5481 or (416) 259-6328 Ext. 250
FAX: (416) 259-1731
1800 #:
HOMEPAGE:
E-MAIL: dominioncitrus@ilap.com
MAIN CONTACT: Jacques Lavergne, President
HEAD OFFICE:
HEAD OFFICE TEL:
HEAD OFFICE FAX:

ADDITIONAL CONTACTS

NUMBER OF EMPLOYEES: 200
NUMBER OF OFFICES: 5
GROSS REVENUE: \$100 Million
LENGTH OF TIME IN BUSINESS: 65 Years
GEOGRAPHICAL DISTRIBUTION
NETWORK: Ontario & Quebec primarily; other areas via commercial transportation

COMPANY: **Epicieris Unis Metro-Richelieu Inc** Code:
ADDRESS: 5400, Rue Pierre-De-Coubertin, Montréal QC H1N 1P7
TEL: (514) 251-4424
FAX: (514) 251-4424
1800 #:
HOMEPAGE:
E-MAIL:
MAIN CONTACT: Christian Bourbonniere, Vice President Produce
HEAD OFFICE:
HEAD OFFICE TEL:
HEAD OFFICE FAX:

COMPANY: **F.G. Lister & Co. Ltd.** Code:
ADDRESS: 165 The Queensway, The Ontario Food Terminal,
Toronto ON M8Y 1H8
TEL: (416) 251-6591
FAX: (416) 251-4796
1800 #:
HOMEPAGE:
E-MAIL:
MAIN CONTACT: Anthony Arrigo, President
HEAD OFFICE:
HEAD OFFICE TEL:
HEAD OFFICE FAX:

ADDITIONAL CONTACTS

NUMBER OF EMPLOYEES: 120
NUMBER OF OFFICES: 2
GROSS REVENUE: N/A
LENGTH OF TIME IN BUSINESS: Over 60 Years
GEOGRAPHICAL DISTRIBUTION
NETWORK: Ontario & Quebec

COMPANY: **F.G. Lister & Co. Ltd.** Code:
ADDRESS: 475 Horner Avenue, Toronto ON M8W 4X7
TEL: (416) 259-7621
FAX: (416) 259-1237
1800 #:
HOMEPAGE: www.fglister.com
E-MAIL: sales@fglister.com
MAIN CONTACT: Tony Arrigo Sr., President
HEAD OFFICE:
HEAD OFFICE TEL:
HEAD OFFICE FAX:

ADDITIONAL CONTACTS Mike Arrigo Vice-President

NUMBER OF EMPLOYEES: 120
NUMBER OF OFFICES: 2
GROSS REVENUE: N/A
LENGTH OF TIME IN BUSINESS: Over 60 Years

GEOGRAPHICAL DISTRIBUTION
NETWORK:

Ontario & Quebec

COMPANY:

G.A. Love Foods Inc. Code:

ADDRESS:

P.O. Box 5033, 201 North Service Road, Burlington
ON L7R 3Y8

TEL:

(905) 639-9744

FAX:

(905) 639-9755

1800 #:

HOMEPAGE:

E-MAIL:

MAIN CONTACT:

Gord Love, President

HEAD OFFICE:

HEAD OFFICE TEL:

HEAD OFFICE FAX:

ADDITIONAL CONTACTS

Al Pullard

Al Crane

NUMBER OF EMPLOYEES:

1,000

NUMBER OF OFFICES:

N/A

GROSS REVENUE:

\$1000 Million

LENGTH OF TIME IN BUSINESS: 30 Years

GEOGRAPHICAL DISTRIBUTION
NETWORK:

Ontario

COMPANY:

Gambles Produce Limited Code:

ADDRESS:

Head Office: 165 The Queensway, 347 The Ontario
Food Terminal, Toronto ON M8Y 1H8

TEL:

(416) 252-9561

FAX:

(416) 252-0325

1800 #:

HOMEPAGE:

E-MAIL:

MAIN CONTACT:

Wayne Giles, President

HEAD OFFICE:

HEAD OFFICE TEL:

HEAD OFFICE FAX:

ADDITIONAL CONTACTS

Richard Ashford Sales Manager

NUMBER OF EMPLOYEES: 70
NUMBER OF OFFICES: N/A
GROSS REVENUE: \$65-70 Million
LENGTH OF TIME IN BUSINESS: 11 Years
GEOGRAPHICAL DISTRIBUTION
NETWORK: Province of Ontario/Part of Quebec

COMPANY: **Laverdure, J.B., Inc.** Code:
ADDRESS: 400 Cremazie St. W., Montréal QC H2P 1C7
TEL: (514) 382-7520
FAX: (514) 382-9006
1800 #:
HOMEPAGE:
E-MAIL:
MAIN CONTACT: Jean Francois Laverdure, General Manager
HEAD OFFICE:
HEAD OFFICE TEL:
HEAD OFFICE FAX:

COMPANY: **Loblaws Companies East** Code:
ADDRESS: 6363 Millcreek Dr., P.O. Box 2600, Mississauga, ON
L5N 1L8
TEL: (905) 542-4162
FAX: (905) 542-4465
1800 #:
HOMEPAGE:
E-MAIL: draso@ngco.com
MAIN CONTACT: Domenic Raso, Vice President of Perishables
HEAD OFFICE:
HEAD OFFICE TEL:
HEAD OFFICE FAX:

COMPANY: **Loblaws Supermarkets Ltd./National Grocers**

ADDRESS: 2485 Surveyor Rd., Mississauga, ON L5N 3J4
TEL: (905) 567-2440
FAX: (905) 567-3150
1800 #:
HOMEPAGE:
E-MAIL:
MAIN CONTACT: William Binder, Vice President
HEAD OFFICE:
HEAD OFFICE TEL:
HEAD OFFICE FAX:

COMPANY: **Morris Brown & Sons Ltd.** Code:
ADDRESS: 165 The Queensway, 335 The Ontario Food Terminal,
Toronto, ON M8Y 1H8
TEL: (416) 259-7619
FAX: (416) 259-7082
1800 #: 1-800-267-7593
HOMEPAGE: www.mornis-brown.com
E-MAIL: joey@morris-brown.com
MAIN CONTACT: Joey Nicastro, Vice President
HEAD OFFICE: Head Office: 34 Vansco Rd., Toronto, ON M8Z 5J4
HEAD OFFICE TEL: (416) 259-7343
HEAD OFFICE FAX: (416) 259-1213

ADDITIONAL CONTACTS

NUMBER OF EMPLOYEES: 75
NUMBER OF OFFICES: 1
GROSS REVENUE: \$45 Million
LENGTH OF TIME IN BUSINESS: 43 Years
GEOGRAPHICAL DISTRIBUTION
NETWORK: Ontario

COMPANY: **Nevard, Van Benthem & Wakeman Brokerage**
ADDRESS: 165 The Queensway, 237 The Ontario Food Terminal,
Toronto ON M8Y 1H8
TEL: (416) 255-4424
FAX: (416) 255-3028
1800 #:
HOMEPAGE:
E-MAIL:
MAIN CONTACT: Ron Nevard, Partner

HEAD OFFICE:
HEAD OFFICE TEL:
HEAD OFFICE FAX:

ADDITIONAL CONTACTS

Joe Van Benthem
Rob Wakeman
Steve Wakeman
Emilio Runco

NUMBER OF EMPLOYEES: 6
NUMBER OF OFFICES: N/A
GROSS REVENUE: N/A
LENGTH OF TIME IN BUSINESS: 15 Years

COMPANY: **PROVIGO** Code:
ADDRESS: 180 Chemin Du Tremblay, Boucherville, QC J4B 7W3
TEL: (450) 449-8000
FAX: (450) 449-8052
1800 #:
HOMEPAGE: www.provigo.ca
E-MAIL: therouxa@provigo.ca
MAIN CONTACT: Andre Theroux, Senior Director of Produce Horticulture & Gardening
HEAD OFFICE: Head Office: 1611, Cremazie Blvd., Montreal, PQ
HEAD OFFICE TEL: (514) 383-3000
HEAD OFFICE FAX: (514) 383-2863

COMPANY: **The Great A&P Company of Canada Ltd.**
ADDRESS: P.O. Box 68, Station A, 25 Vickers Rd. Bldg. C, Etobicoke
ON M9B 1C1
TEL: (416) 234-6997
FAX: (416) 234-6527
1800 #:
HOMEPAGE:
E-MAIL:
MAIN CONTACT: Frank Marcoccia, Director-Produce Procurement
HEAD OFFICE:
HEAD OFFICE TEL:
HEAD OFFICE FAX:

COMPANY: **The Great A&P Tea Company Inc.** Code:
ADDRESS: 5151 S. Lakeland Dr., Ste. # 12, Lakeland, FL 33813
TEL: (941) 644-6388
FAX: (941) 647-2195
1800 #:
HOMEPAGE:
E-MAIL:
MAIN CONTACT: Don E. Basso, Director-Produce Procurement
HEAD OFFICE:
HEAD OFFICE TEL:
HEAD OFFICE FAX:

COMPANY: **The Ontario Produce Co. Ltd.** Code:
ADDRESS: 165 The Queensway, 240 The Ontario Food Terminal,
Toronto ON M8Y 1H8
TEL: (416) 259-6391
FAX: (416) 259-4392
1800 #: 1-800-456-4658
HOMEPAGE: www.ontarioproduce.com
E-MAIL: jim_diodati@sercanet.com
MAIN CONTACT: James P. Diodati, Vice President & General Manager
HEAD OFFICE: Head Office: Stellarton, Nova Scotia
HEAD OFFICE TEL: (902) 752-8371
HEAD OFFICE FAX: (902) 928-1671

ADDITIONAL CONTACTS Ron Doucet Director of Terminal Operations

NUMBER OF EMPLOYEES: 100 (approx)
NUMBER OF OFFICES: N/A
GROSS REVENUE: \$100 Million (approx)
LENGTH OF TIME IN BUSINESS: 89 Years
GEOGRAPHICAL DISTRIBUTION
NETWORK: Ontario & Quebec

COMPANY: **Wing Chong Farm Ltd.** Code:
ADDRESS: 370 Olivewood Road, Toronto ON M8Z 2Z9
TEL: (416) 231-3777

FAX: (416) 234-0832
 1800 #:
 HOMEPAGE:
 E-MAIL: wingchong@iprimus.ca
 MAIN CONTACT: Judy Chong, Vice President
 HEAD OFFICE:
 HEAD OFFICE TEL:
 HEAD OFFICE FAX:

ADDITIONAL CONTACTS

NUMBER OF EMPLOYEES: 9
 NUMBER OF OFFICES: 1
 GROSS REVENUE: \$3.5 -\$5 Million
 LENGTH OF TIME IN BUSINESS:
 GEOGRAPHICAL DISTRIBUTION
 NETWORK: North America (Concentration - East Coast)

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